

DECEMBER  
14th  
1916

# Leslie's

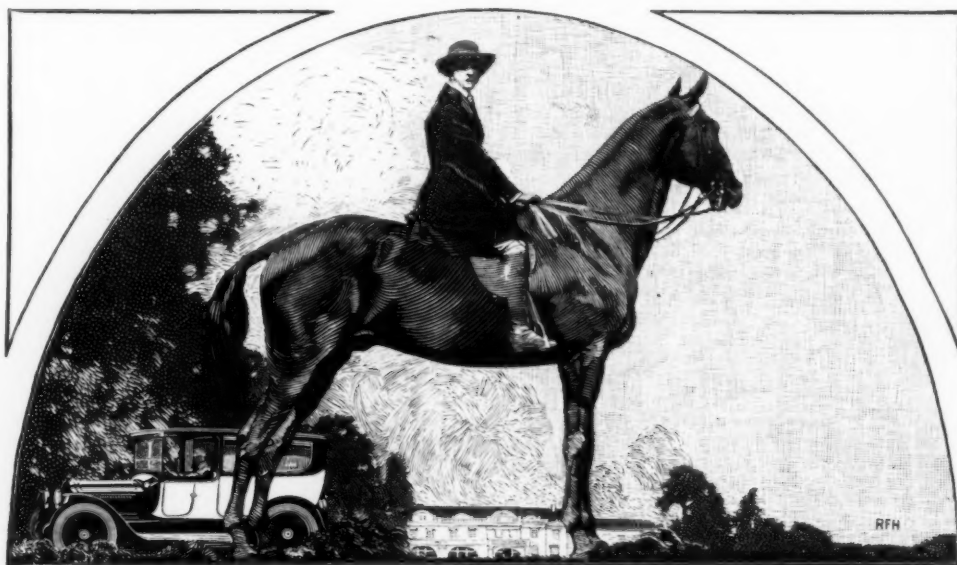
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*Illustrated Weekly Newspaper*  
*Established in 1855*



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By Leslie-Judge Co., New York

TWENTY-FOUR HOURS FOR CHRISTMAS, PLEASE!



Quality folk quickly discriminate between *true elegance* and its *imitation*—that's the reason they are quality folk

Tone! Now—for ten years—and longer—the Packard has had the unstinted approval of a discriminating patronage.

And today it is a more luxurious, comfortable and serviceable car *than ever before*.

All America and Europe have learned about carriage elegance is embodied in this Twin-six.

Its dignity of design, the lasting richness of its finish, the

sumptuous ease of its upholstery and the quiet beauty of its furnishings, are all outer evidences of a deeper genuineness which makes it—and *keeps it*—the standard equipage of refinement.

The powerful new motor has freed *enclosed* Packards for country touring—for all roads—at all times of the year.

Approved! True elegance is not to be imitated.

*Ask the man who owns one*

*Packard*  
TWIN-6



DEC 15 1916

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December 14, 1916

647

# LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States  
Established December 15, 1853

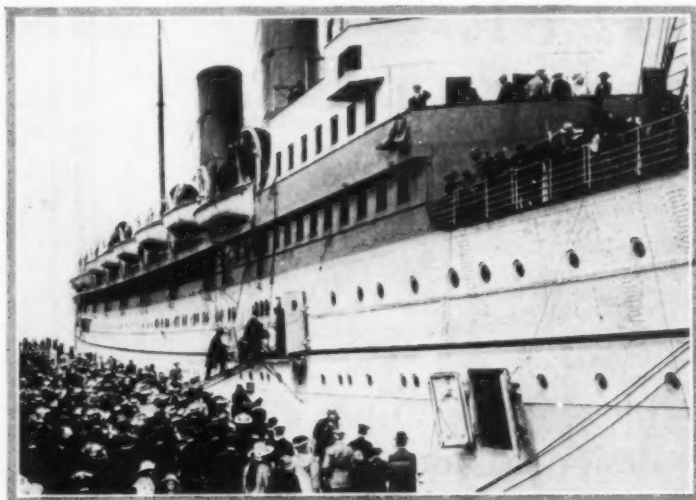
EDITED BY JOHN A. SLEICHER

"In God We Trust"

CXXIII

THURSDAY, DECEMBER 14, 1916

No. 3197



## OFF FOR RUSSIA BY WAY OF THE ORIENT

The Canadian Pacific Steamship *Empress of Russia*, on which Donald C. Thompson, Staff Photographer for *Leslie's*, sailed on November 30th for Japan and China, from where he will make his way over the trans-Siberian Railway to Russia. There he will join the Russian armies as photographer. If Rumania is not overwhelmed by the Central Empires he expects to visit, also, the fighting forces of King Ferdinand. Mr. Thompson's work is familiar to *Leslie's* readers. He has been attached to the staff of this newspaper for more than a year, and has supplied it with some of the most remarkable photographs of the Great War that have been published in America.

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## TIFFANY & Co.

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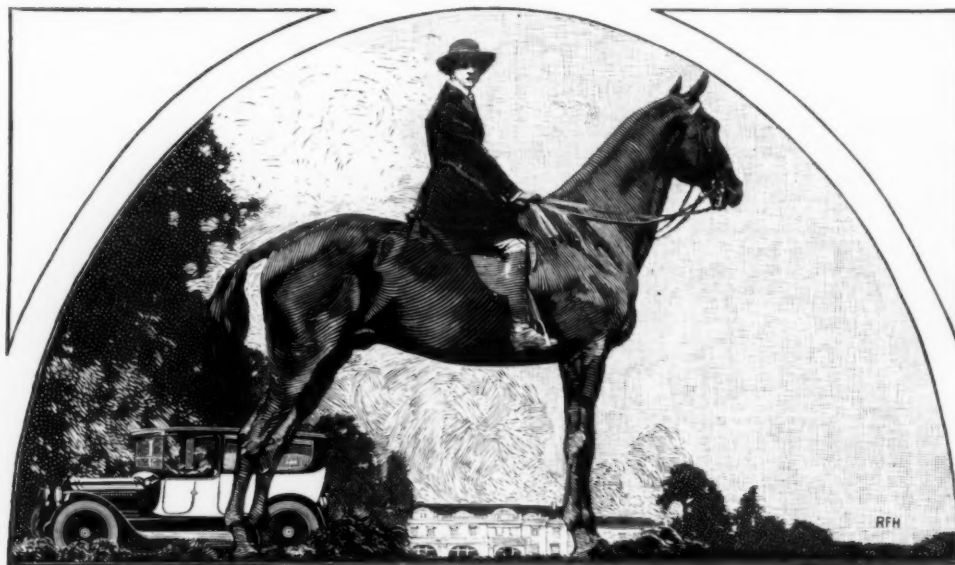
THE TIFFANY BLUE BOOK GIVES THE RANGE OF PRICES OF THIS MOST COMPREHENSIVE STOCK. IT WILL BE SENT UPON REQUEST. PURCHASES MAY BE MADE BY MAIL

FIFTH AVENUE & 37<sup>TH</sup> STREET  
NEW YORK

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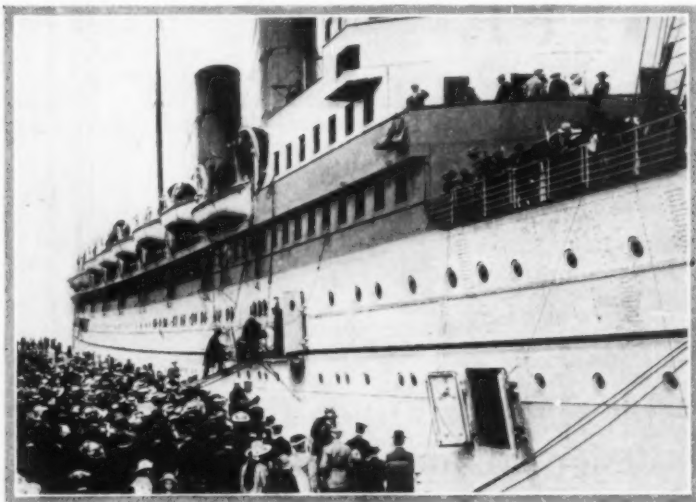
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*Announcing*  
**THE WHITE**  
**SIXTEEN VALVE "FOUR"**

*A NEW TYPE OF MOTOR*  
*Combining Utmost Performance With*  
*Four-Cylinder Simplicity*



**S**TEADY concentration by White engineers upon the possibilities of four-cylinder design has developed a new type of "Four," with power and flexibility beyond anything, we believe, so far produced in any type of engine.

Performance exceeds all expectation. Power, speed, pickup, flexibility, easy hill climbing, silent operation, have all been developed to the highest degree by increasing the number of valves *without multiplying cylinders*. Maximum performance has been combined with the manifest advantages of a simple, rugged engine.

*The new motor establishes the fact, long foreseen by White engineers, that the secret of superior performance lies in valve capacity adequate to piston displacement.*

This accomplishment was foreshadowed by The White Company two years ago when announcing its determination to adhere permanently to the four-cylinder motor, and is backed by a manufacturing record whose conservatism has never deviated from a consistent path of fundamental improvement.

Seven-passenger touring car, \$4600.

*A complete display of new White models with custom-designed bodies will be first shown at the New York and Chicago Automobile Salons. Deliveries begin in January.*

**THE WHITE COMPANY**  
CLEVELAND



# EDITORIAL

LET THE THINKING PEOPLE RULE!

## LEST WE FORGET!

**W**HAT a forgetful world it is. What mean creatures begat by a kind Providence we are, that we must be reminded once a year that we should be grateful for all the blessings we receive and all the privileges we enjoy.

Thanksgiving Day is past. It was celebrated in the usual way—with a few prayers by the devoutly grateful, assembled in scanty congregations in scattered places of divine worship, and with feasting, dancing and revelry by the great majority. God is good, but soon forgotten.

Yet, no people in the world should be more grateful than those of our own land. Blessings have multiplied upon us in wonderful profusion.

We have been spared the horrors of the world's fiercest, most destructive and saddest war.

Nature has been prodigal in all its gifts to us. A temperate climate prolongs human life, diversifies our crops, gives the husbandman the best reward and the industrial worker the minimum of hardship and the maximum of pay.

The richness of our plains and hills, the wealth of mineral resources, of silver, gold, copper, lead, oil, clay and coal are still untold, unmeasured and unmatched.

The investor's faith in his country and the worker's zeal in his labor are revealed by our amazing growth. With a population of over 100,000,000, the largest railroad mileage of any country on the globe, the producers of the world's supply of cotton and by far the greatest producers of corn and wheat, we clothe and feed countless millions, after abundantly supplying our own wants.

To this new world of opportunity came, not so long ago that their footprints cannot be traced, those who sought religious freedom. After them, more recently, came a vast horde made up of every nationality. These sought a home and a livelihood among our people. They have filled the melting-pot to overflowing. Some of these are the best of citizens and some the worst.

The beneficent Providence that gave us an abundance of good gifts has given us also an abundance of perplexing problems. If we fail to solve these problems our blessings may prove a curse. Their best solution will be found in obedience to the laws of God, crystallized in ten living commandments, the first of which reads "Thou shalt have no other gods before me."

Luxurious, easy-going, money-spending, pleasure-loving as we are, must we be reminded on one day of the year of our obligation to Him who gives?

Then let us not forget during the remainder of the year that He who gives can also take away.

## PERVERTED PRIMARIES!

**T**HE so-called "non-partisan" primary, applicable in several states to judicial and some other local offices, has proved a veritable boomerang. In the recent election in Minneapolis a rank Socialist ran as a "non-partisan" candidate for mayor. The primary law allowed one other candidate, and that by a voluntary filing, who also ran as "non-partisan." The result is that the Flour City has foisted upon it a mayor who will be heralded as an indication that the greatest city in the Northwest has gone Socialist. The fact is otherwise; for there are only one-sixth as many Socialists in the city as the number of votes polled by the mayor-elect.

Under the same primary law, the question whether there shall be an election contest against the candidacy of a sitting judge for reelection depends, not upon any expression of the will of the voters, but upon the individual whim or audacity of some volunteer aspirant. There is no method by which a sitting judge may be saved from the embarrassment of an election contest, in case any newcomer shall choose to file his own name as a candidate. So long as the number of candidates filing does not exceed double the number of prospective vacancies, the mere filing by one extra candidate necessitates the placing of his name also upon the election ticket. The result is a compulsory judicial-recall election by which a judge preeminently entitled to retention may be deposed purely through the caprice or guesswork of the voters and without

## A PREDICTION

BY PRESIDENT ELBERT H. GARY  
OF THE U. S. STEEL CORPORATION

**I** FIRMLY believe, if the present unprotective tariff laws remain unchanged, we shall probably meet with competition from foreign sources after the war closes which will adversely, and perhaps disastrously, affect American industry and American labor. Conditions will be even worse than they were between October 1st, 1913, and the beginning of the war. If the laws shall be amended and adequate protection to American producers and their workmen is afforded, we may expect satisfactory business conditions for some time to come.

any ground for change. W. J. Murphy's Minneapolis *Tribune* regrets in pointed terms this possible perversion of the primary system of nominations, and we agree with him when he says:

Tenure during good behavior is a part of the federal appointive judicial system. Such tenure should be approached as nearly as possible in applying the state elective system. The opportunity periodically afforded by the elective system to depose a judge should be exercised with the utmost hesitation and caution. . . . A sitting judge, who has established his fitness, should not even feel the danger of being supplanted by a newcomer just because a peculiar method of choice at the primaries makes a contest by some opposing candidate inevitable.

## LET THE PEOPLE RULE

**T**HERE is trouble in Mexico.

Three highwaymen recently robbed a New York policeman of his revolver and \$25.

A burglar in New York asked the Judge not to sentence him on the 13th of the month because it was unlucky.

The door-keeper of the Georgia House of Representatives has been sentenced to the chain gang for stabbing a lawyer.

Since the European War began, the wages of 5,700,000 workers in the United States have been increased by \$300,000,000.

A Colorado farmer plays a phonograph while he milks his cows because he says it makes the milk flow more easily and keeps the milkers from talking.

A Jersey farmer raised 10,000 barrels of potatoes this year, and with the proceeds paid off a \$20,000 mortgage on his farm. It cost him \$57,000 three years ago.

The president of a prominent woman's college recently predicted that "soon we shall have every epidemic known to older civilizations decimating our people."

A Long Island farmer who was robbed of \$19 by burglars publicly boasted that they had overlooked \$175 in the sideboard. The next night they took the \$175.

A quarrel over the price of fish is said to have caused the conflict between Japanese and Chinese soldiers which recently resulted in the death of 11 soldiers and the possibility of war.

An Albany, N. Y., clergyman in starting the fire in a new steam heating system in his church, used four matches, and he gave one burned match to the sexton, one to the janitor, one to the contractor and one to his assistant.

At the recent convention of the Missouri State Federation of Labor, its president said that if the United States Supreme Court declared the 8-hour law unconstitutional, "it might not be out of place to give a polite warning to the robed gentlemen occupying the sacred benches of the highest courts of the country that their reputation is not the very best as it is."

At the recent Bankers' Association Convention, an Alabama banker said: "I am what is known as a fool Democrat; I vote her right or wrong." A Little Rock banker said that the man who wrote Section 16 of the Federal Reserve Act never worked in a bank and should be put back on the farm where he belonged.

And still the people rule.

## IT PAYS TO ADVERTISE

**T**OO frequently the public fails to realize that nearly all public service corporations, in addition to the usual expense of wages, maintenance and operation, are called upon to meet many other charges not directly related to their operation, but rather enforced contributions for the public benefit.

Very wisely the Chicago surface lines, for example, are reminding the public of the extent to which they serve. In their "good will" advertising campaign they bring out the fact that paving, maintaining and cleaning of their right of way, have cost them over \$14,000,000 in the past nine years. The city's 55% of net receipts has amounted to over \$17,000,000 more. "Without counting the \$9,761,000 spent for taxes," say the companies, "during this period the companies have been required to expend—not for transportation purposes but to meet public burdens—the enormous sum of over \$31,000,000."

Putting the facts frankly before the thinking public is a wise move for every large corporation, public or private. From prejudiced and ignorant criticism all corporations have suffered tremendously in the past; such unanswered criticism has made the recent extremes of prosecution and even persecution possible. Conversely, putting the corporation's side of it squarely before the public will do more than anything else to insure the corporation's receiving the same kind of "square deal" it is giving the public.

## THE PLAIN TRUTH

**B**IBLE! Thirty Bible societies throughout the world put into circulation annually about 18,000,000 copies of the Holy Scriptures. When to this is added 10,000,000 more, the output of private publishing houses, it is readily seen that the Bible is entitled to be called the world's "best seller." It pays to advertise, however, even the sacred scriptures, so the New York Bible Society urged the second Sunday in Advent—this year December 10th—as Universal Bible Sunday. Every Sunday of the year, in Sunday School and Church service, the Bible is held before the people as the way of life, but by a special observance in all churches throughout the world the place of the Bible in developing character and its moulding influence in Christian civilization might be effectively emphasized. Christian nations have not yet attained the Biblical standard of conduct, but wherever the Bible goes throughout the world there civilization begins to look up and to be inspired with new ideals. The press should cooperate with the Bible societies and the churches to give to the Bible the recognition and reverence it deserves.

**P**ICTURES! To the many words of praise about the marvelous war pictures taken in France by Donald C. Thompson for *LESLIE'S*, today's mail adds the following from the great Detroit Board of Commerce: "Mr. Thompson certainly has the best war pictures that we have ever seen and they were heartily appreciated by our members. A very good crowd, numbering possibly 800, was present, in spite of the miserable weather conditions that night. Mr. Thompson, himself, made a decided hit with our members and they were unanimous in their words of praise of him." The intrepid little Kansan, who has taken photographs on the battle lines of every belligerent in this great war, getting his photographs at the personal suffering of being severely wounded three times in action, is now making his fifth expedition to the front for *LESLIE'S* readers. Pictures from the cameras of "Jimmy" Hare, Donald Thompson, Fritz Wagner and other famous war correspondents will continue to be the features of *LESLIE'S* sixty-second year as the greatest illustrated weekly newspaper of America.

**S**ELF-RESTRAINT! In the rough and tumble, get-there-at-any-cost struggle of today, men and groups of men, set in killing competition, too often put the dollar ahead of duty. Speaking before the Fifth Avenue Association, an organization formed "to save Fifth Avenue," New York's famous thoroughfare, and one of the finest in the world, Frank Irving Fletcher declared that "the rarest virtue of our time is self-restraint." At the same meeting representatives of New York's leading newspapers urged upon members of the Association the need of preserving to America "the great highway of its greatest city." George McAneny of the *New York Times* pointed to an object lesson in the vast wealth that has poured into Paris simply because of that city's great beauty. The Fifth Avenue Association has accomplished much toward conserving the finest avenue in New York. It has labored successfully for the passage of laws limiting the height of buildings, regulating the erection of factories, and prohibiting the installation of objectionable signs, and fraudulent advertising. It has improved the street cleaning, the lighting, and general appearance of Fifth Avenue in the belief that no city is better than its best street. Other towns might well follow the example of the Fifth Avenue Association and restrain the tendency toward the disfiguration of city streets.



# THE VOLCANIC PATH OF WAR

FROM  
DONALD  
C.  
THOMPSON,  
STAFF WAR  
PHOTOG-  
RAPHER FOR  
LESLIE'S

## SHELL-SCARRED HILLS OF VERDUN

A striking picture, showing the appearance of the earth where a large shell has exploded. The soil and rock is blasted away into a great crater, the sides of which might be mistaken for some volcanic formation. Hundreds of square miles in France have been thus plowed by shells, while villages and towns have been destroyed, as has the building in the background. At Verdun they tell a story of a bridge that sank a few feet. A general demanded of an engineer officer the reason for this. "The Germans have thrown so many shells on Verdun," was the reply, "that the town is sinking under their weight." An exaggeration, to be sure, but the weight of metal hurled on that place is beyond calculation.



# MEN WHO ARE MAKING AMERICA

HOW JOHN N. WILLYS, BY A FINANCIAL FEAT WITHOUT PARALLEL IN AMERICAN INDUSTRY, TURNED \$7,500 INTO \$80,000,000 IN NINE YEARS—SUCCESS HAS NOT SPOILED HIM

BY B. C. FORBES

(COPYRIGHT, 1916, BY B. C. FORBES)

DOES American financial history contain any story to match this?

John N. Willys, then grubbing along as an automobile selling agent in Elmira, N. Y., became uneasy, in the dark days of December, 1907, over the non-delivery of any Overland cars for which he had booked 500 orders. He hopped upon a train for Indianapolis, the Overland Company's headquarters, arrived on Saturday evening, and on Sunday morning was coolly told by the manager: "We are going into the hands of a receiver tomorrow morning."

"You are not!" Willys countered emphatically.

"We are," reiterated the manager. "Why, we paid some of our workmen by checks last night and we haven't enough money in the bank to meet them tomorrow morning."

"How much are you short?" asked Willys.

"About \$350."

Indianapolis banks were paying out no real money in those memorable days. The town—like most of the United States—was on a scrip basis. But Willys meant to raise \$350 by hook or by crook before the bank would open next morning.

The interview occurred in the old Grand Hotel, where Mr. Willys had occasionally stopped. He walked boldly up to the hotel clerk.

"I want \$350 cash before tomorrow morning," he informed the young man behind the desk.

"I wish you luck," came the laughing reply.

"What?" asked Willys.

"I said, 'I wish you luck,'" repeated the clerk.

"But you have to get it for me," Willys informed him. "Swell chance!" came back the clerk, still thinking Willys was joking.

Willys wrote out a check on a little bank in Wellsboro, Pa., for \$350 and sternly told the clerk: "I must have cash for that before the bank here opens tomorrow morning." The clerk again laughed.

"Isn't the check good?" Willys demanded.

"I suppose it is, but where are you going to get \$350 cash? I can't get a cent out of the bank."

## COLLECTING SMALL CHANGE

There and then Willys planned a money-raising campaign. He told the clerk to freeze on to every dollar that came into the office, to gather up every cent collected in the restaurant and to empty the bar-room till. "And don't cash another check to anybody until we get this money," Willys cautioned. The proprietor having been informed of the purpose for which the money was so direly needed, entered into the spirit of the thing, and by midnight Willys was handed a mountain of silver dollars, half dollars, quarters, nickels and dimes, topped off with a thick layer of one-dollar bills and a sprinkling of twos, fives and tens.

Early next morning he planked the pile on the bank counter, to the credit of the Overland Company. The pay checks were duly met. Within eight years John N. Willys, the savior of Overland, was offered \$80,000,000 for his share of the company!

Of course, the mere raising of \$350 hard cash that eventful Sunday did not bring the Overland concern back to life. It merely averted the threatened Monday morning crisis.

Instructing the company to stand off all creditors during the week, Willys hastened to Chicago and secured enough money there to meet the following Saturday's payroll. For five weeks he hurried and scurried from Indianapolis to Chicago and New York and back again, frantically trying to finance the company. The Overland plant then consisted merely of a sheet-iron shed 300 feet long by 80 feet wide, with a shopworn outfit of machinery and not enough material on hand to put out a single complete car. By frenzied scraping and cajoling Willys procured enough materials to enable the company to finish a few cars, enough to keep the working force together.

No banker would touch the concern—the bankers would not even let the company have any scrip money on tick. Creditors were clamoring for payment—the company owed \$80,000 and hadn't \$80 to its name.

Willys, however, was determined to stave off disaster. He was confident that he could put the enterprise on its feet with even a small amount of money. He had promised to supply 500 cars and had paid a substantial deposit to the company.

Finally he induced an acquaintance, an old lumber man, to agree to lend \$15,000 real cash. This wasn't much to

EDITOR'S NOTE: In this, the twenty-first of the series, Mr. Forbes tells for the first time the story of how John N. Willys became one of the biggest men in the automobile business, and how \$7,500 grew into \$80,000,000 in nine years. It reads like romance, but it is plain, unembellished fact.



JOHN NORTH WILLYS, HIS WIFE AND DAUGHTER

meet \$80,000 debts, buy raw materials and pay wages and salaries. But it emboldened Willys to proceed to have the company's lawyer draw up a proposed form of settlement with creditors. Willys undertook to pay ten cents on the dollar at once and other instalments later to those who insisted upon part cash, while his trump card was an offer of preferred stock. The draft of the agreement embodied this offer.

## RESOURCES CUT IN HALF

Alas, his lumber friend changed his mind and announced he did not want to risk his funds. Willys, however, again demonstrated his resourcefulness by prevailing upon the old gentleman to put up \$7,500. But the agreement read that Willys stood prepared to pay insistent creditors \$15,000. He was in a quandary. But not for long. He simply amended the sentence to read that he would, if called upon, pay creditors "not to exceed \$15,000."

When the principal creditors came together they were at first refractory. Some of them felt insulted at the terms offered. But John North Willys proved equal to the occasion. He had had years of training as a salesman of anything and everything from books to bicycles and automobiles. His eloquence, his sincerity and his faith in the future of the automobile industry won over all the

important creditors and so convinced them of the company's prospects that a majority elected to accept preferred stock for their entire claims.

It actually took only \$3,500 cash to handle the Overland's \$80,000 debts and to start off the reorganized company without any financial burdens around its neck.

Willys showed his financiering ability, also, in his handling of the manufacturers and others who supplied the Overland with parts. He summoned the four largest, explained to them that they might as well let the Overland have the material they had manufactured for it, painted a glowing picture of the company's prospects and convinced them it would pay them to cooperate by accepting three months' notes for additional supplies.

Immediately they consented to do this, he sprang another little wrinkle on them.

"I want you," he informed them, "to assist in reestablishing the company's credit. I will let other people know how you have shown faith in the company, and I will refer any doubters to you. Anybody who hesitates to give us credit will be told to communicate with you. It will be up to you to convince them that we are all right."

This novel, not to say daring, financial stroke worked beautifully.

It was in January, 1908, that the reorganization was accomplished. Mr. Willys became president, treasurer, general manager, sales manager, etc., etc. By September of the same year 465 cars had been made, sold (at \$1,200 each) and delivered. And the company showed a net worth of \$58,000.

## GETTING UNDER WAY

In the next twelve months, on this \$58,000 capital, Willys manufactured and sold over 4,000 automobiles at a total price of \$5,000,000 and cleaned up a net profit of over \$1,000,000.

Before telling of his later triumphs, it will be in order to narrate how John N. Willys first became interested in the automobile industry. It is a quaint story.

Let me give it in Mr. Willys's own words:

"I was standing looking out of a window in a skyscraper at Cleveland, Ohio, one day in 1899 when I noticed a thing on four wheels creeping along the street. No horse was attached to it. From where I was it looked exactly like a carriage. I immediately said to myself, 'That machine has all the bicycles in the country beaten hollow'—I was then in the bicycle business. I made up my mind that I would get into this new field at the first moment possible. I investigated and found that what I had seen was a Winton car; but I did not then get a chance to examine it. The total output of cars in that year was less than 4,000 for the whole country. Next year a doctor in Elmira, where I was living, bought one of them.

"I looked it over very carefully, and then bought a Pierce Motorette, built by the Company which now builds Pierce-Arrow cars. It was built like a carriage but had a French motor about the size of a water bottle on the rear axle. This motor developed only 2 3/4 horsepower—a good motor bicycle today has four horsepower. The car was so low-geared that it could take hills at two or three miles an hour. It had a narrow wheel base and was smaller than the Ford car is now.

"I set off for Buffalo to see Mr. Pierce—I was then agent for Pierce-Arrow bicycles. He told me they were experimenting with automobiles, and I sat with him discussing the future of motor vehicles two or three hours. I made him promise to let me have one of the very first they turned out.

"Shortly after that I got a car, for \$900, to use as a sample and to give demonstrations. That year, although everybody was anxious for a demonstration, I sold only two cars. Next year I doubled my sales—I sold four. Then I took on the Rambler agency as well as the Pierce and my sales in the following year (1903) jumped to 20. Motor cars, you should remember, were then about at the same stage as aeroplanes are now. It was uphill, pioneer work.

"I knew there was money in it, and I was anxious to get into the manufacturing end. By 1905 it was easy enough to get orders but very difficult to get cars. The demand was far above the supply. Manufacturers became quite dictatorial—they were cocks of the walk.

"I made up my mind that the big money was to be made in making cars rather than in the selling end. But I had neither enough money nor manufacturing experience. Nor

(Continued on page 670)



# PICTORIAL DIGEST OF

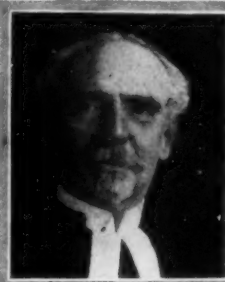
## ONE LITTLE, TWO LITTLE, THREE LITTLE INJUNS

The rule of the survival of the fittest has preserved the original Americans against the advances of the white race that took this country from them. That the Indians are still among the fittest was demonstrated at the recent Oklahoma Better Baby Contest where Cheyenne papooses carried off most of the prizes. The already obsolete theory that the only good Indian is a dead Indian is contradicted by the prize winners who posed for this picture. One of them scored 100, another 90 and the averages of the others were high.



## GERMAN AEROPLANES THE FEATURES OF LONDON MAYOR'S PARADE

The inauguration of the new Lord Mayor of London, Sir William Henry Dunn, was attended with great ceremony and display. German cannon and aircraft, as exhibits in the long parade known as the "Lord Mayor's show," were cheered lustily by the great crowds that thronged the streets.



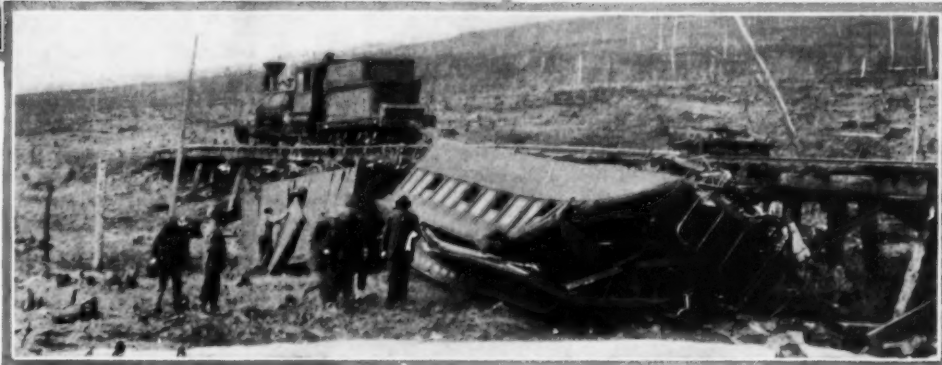
## A TWO-HUNDREDETH BIRTHDAY

The 200th anniversary of the founding of the First Presbyterian Church of New York City was observed, Sunday, December 3rd, with appropriate services, including a historical sermon by Dr. Howard Duffield, who celebrated at the same time his 25th year in that pastorate. The founding of "Old First" followed by ten years the first Presbyterian services held in New York City.



## PHILIPPINES INAUGURATE THEIR FIRST ELECTIVE CONGRESS

Fully 20,000 people gathered in the Plaza McKinley at Manila, on October 16th, to witness the ceremony of inaugurating the first wholly elective Philippine legislature. The Congress consists of a Senate of 21 senators and a House of Representatives with 86 members. Governor-General Francis Burton Henderson presented to the crowds the messages from President Wilson and Secretary of War Baker in which the growth of self-government and the increasing prosperity of the Islands were confidently predicted. The picture shows the new Senate with its president, Senator Manuel L. Quezon, presiding at its first session.



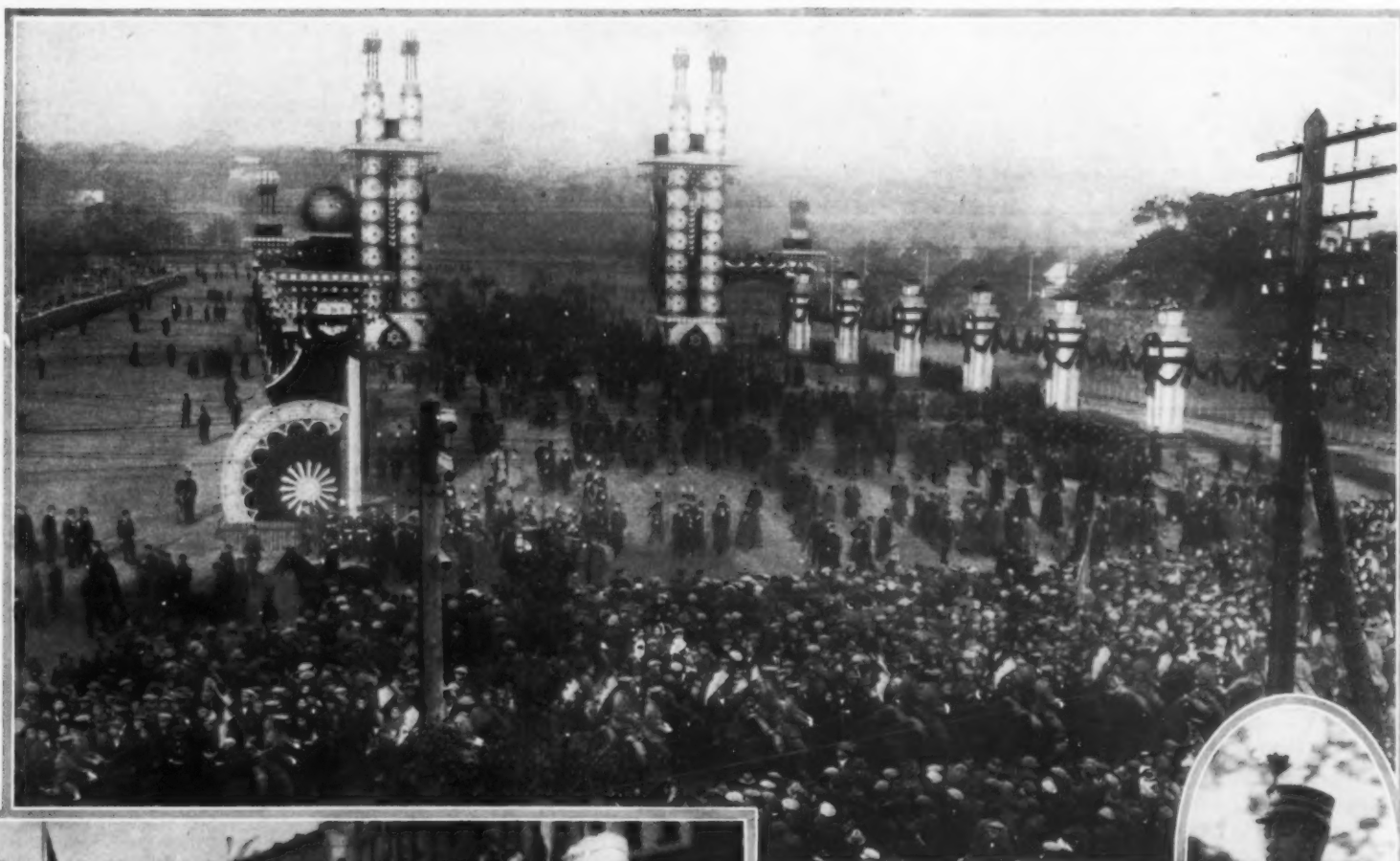
## FIRST WRECK ON ALASKA ROAD TEN YEARS OLD

In the first accident which has occurred in its ten years of operation, the Tanana Valley Railroad, which runs into the gold fields of Alaska, lost half of its four coaches.

The one-third of its total number of engines which was pulling the cars passed safely over the defective trestle which caused the smash. No one was injured.



# THE WORLD'S NEWS



## JAPAN'S CROWN PRINCE INSTALLED

All Japan, on November 3rd, celebrated the installation of H. I. M. the Crown Prince as heir to the Japanese throne. Traffic was suspended along the streets which the imperial procession traveled, in order that the crowds of spectators might be accommodated. The Tokyo municipality decorated the entire city in the style shown in the picture and Yokohama and other large cities were not far behind in observing the occasion.



## WHERE IS THE COW WITH THE CRUMPLED HORN?

All "Egypt," as the southern end of Illinois is known, was represented at the recent Dairy Day, at Litchfield, attended by over 50,000. The parade, which was two hours in passing, and the various exhibits were planned to stimulate enthusiasm in better dairying. Commissioner W. Scott Matthews, of the State Food Department, and Governor Dunne attended the big barbecue which was one of the attractive features.



## A RAILROAD WITH NO TRACKS

The process of hauling logs from lumber camps in northern Wisconsin has been materially simplified by the use of steam trains which run on roads of ice. The train shown in the photograph makes two trips each day from Kempster to Antigo, a distance of eight miles, each time hauling from 80,000 to 100,000 feet of maple, birch and hemlock logs. The engine requires the attention of an engineer, a fireman and a chauffeur who sits at the steering wheel.



## REMOVING 250,000 BUSHELS OF BURNING COAL

Spontaneous combustion was responsible for the recent fire in the 250,000 bushel coal pile of the Southern Railroad, at Lawrenceburg, Ky. A continuous stream of water thrown

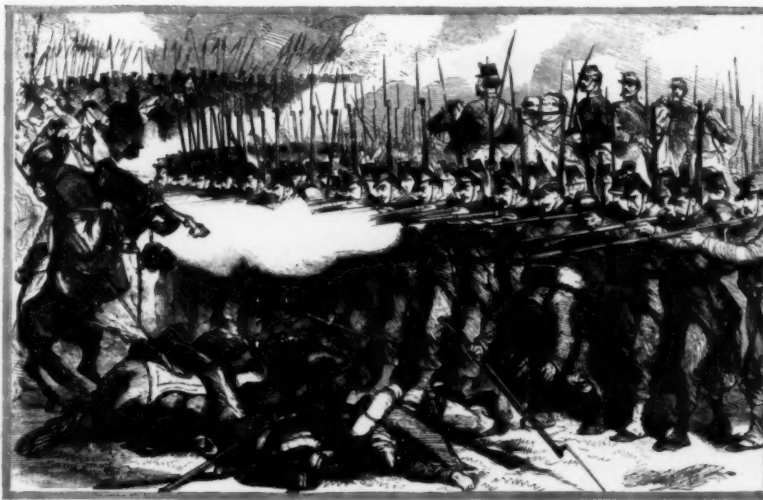
on the pile for several days did not check the fire. Finally the coal was loaded on steel cars by a steam shovel and carried away, much of it still burning.

# THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

## RUTHLESS U-BOAT WARFARE

AT a time when the Administration had directed our representatives at Berlin to make inquiries of the German Government concerning 10 submarine attacks which seemed to be in violation of that country's pledge, it is significant that the Berlin censors permitted a press dispatch to go out to the effect that "a period of complications may again be impending in German-American relations" because of submarine warfare. The two most serious cases out of the 10 are the British ships *Marina* and *Arabia*, both defensively armed, both attacked without warning, and resulting, in the case of the *Marina*, in the loss of six American lives. The break, if one should occur, may be on the point of defensive armament of merchant ships. The United States, following international law and precedent, has declared that merchantmen armed for defense only are not auxiliary cruisers and are therefore entitled to the protection accorded peaceful ships under international law. Germany's position, recently stated by Under-Secretary of State Zimmerman, is that armed merchantmen are virtually auxiliary cruisers and therefore open to attack and destruction without warning. It is significant in this connection that the German press no longer makes reference to submarine warfare but invariably to "U-boat cruiser warfare." Capt. Perseus, writing in the *Berliner Tageblatt*, says, "If only the United States had undertaken to guarantee that no merchant ship would be armed, Germany would then on her part have undertaken that no merchant ship should be attacked without warning." The great loss of merchant tonnage has awakened a demand in England that all merchant ships should be armed. Winston Churchill's statement in the House of Commons that, roughly, four-fifths of the armed ships have beaten off submarine attacks while four-fifths of the unarmed ships attacked have perished, forms the basis of a view, now strongly



HISTORY REPEATED AFTER HALF A CENTURY  
The warfare in which Italy and Austria are now engaged is reminiscent of the Seven Weeks' War in which these nations fought fifty years ago. The article accompanying this old picture speaks highly of the bravery of the Italian infantrymen of the 49th Regiment of the Line, under Prince Humbert, in resisting the charge of Austrian cavalry.

advocated, that Allied merchantmen should be armed fore as well as aft. Ships so armed would not be allowed, of course, to trade with American ports. The wireless warning sent out to all Allied merchantmen by the British cruiser *Launceston* off Sandy Hook to beware of German submarines on this side of the Atlantic suggests other possible complications. The exploits of the U-53 off Nantucket brought no formal protest from Washington, but no doubt the country would resent general submarine activity off our shores amounting virtually to a blockade of our ports. When an Austrian submarine torpedoed off the Mediterranean coast of Spain the American ship *Chemung*, loaded with contraband, the crew were given time to take to the lifeboats, but the ship went down with "Old Glory" flying, Captain Duffy having refused to lower the flag.

the lifting of our embargo.

## VILLA VERY MUCH ALIVE

IT would be a strange turn of affairs if the Administration which eight months ago sent 12,000 soldiers across the Mexican border to get Pancho Villa, dead or alive, should once more treat with Villa as a successful military commander and Mexican leader. If the unconfirmed reports of Villa's capture of Chihuahua City prove to be true this may be the situation. General Trevino, Chihuahua's defender, was short of ammunition, and it is reported the relief expedition sent by Carranza was timed to arrive just too late. If Villa is able to follow up his success at Chihuahua City by overrunning Northern Mexico, the policy of "watchful waiting" would hardly seem to meet the situation. The terms of the protocol agreed to by the Joint Mexican Commission call for the withdrawal of our troops in 40 days if conditions permit such action. Villa's activity and success will postpone withdrawal. Pressure is being put upon Carranza for prompt ratification of the protocol in the hope that the armies of the de facto Government may then secure much-needed replenishment of arms and ammunition through the lifting of our embargo.

## THE NEW PEACE CAMPAIGN

THE New York Times, one of the strongest pro-Ally newspapers in the United States, is publishing a remarkable series of articles by "Cosmos," under the general title, "All Want Peace: Why Not Have It Now?" In view of the fact that the Times had been charged by leading Germans with being owned by British interests, the articles are the more amazing. Treating the war dispassionately "Cosmos" argues that the time is ripe to end the conflict by an international agreement in which the United States would participate. The *Paris Temps* criticizes the "Cosmos"

(Continued on page 666)

# WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN, LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

## IF UNCLE SAM OWNED THE RAILROADS

THE late Senator Aldrich once said that the adoption of business methods in the administration of its affairs would save the Government \$300,000,000 a year. That business methods can ever be applied fully to Government affairs is doubted. What would be the result if the Government took possession of 18 billion dollars' worth of railroad property? To maintain the Government each year Congress now appropriates about one billion dollars. The amount of money paid out annually by the railroads in wages alone is \$1,005,277,249. In addition to the billion-dollar pay-roll there is an annual outlay of five or six hundred million dollars for extensions and improvements, while there is handled over three billion dollars of operating revenue. Figuring on the present estimate of waste in Government methods the administration of these vast sums would increase the \$300,000,000 annual loss to about \$1,460,000,000. In connection with the question of Government ownership, Senator Newlands has announced that the Congressional joint committee of which he is chairman will consider the best method of taking over the roads. No doubt taxpayers would be pleased to have the committee consider the probable enormous increase in the cost of administration without any returns which these figures indicate.

## THE OLD AND THE NEW CONGRESS

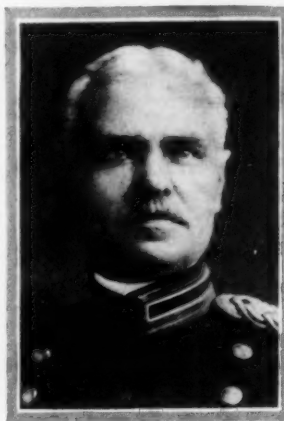
IF the recent election has changed the political complexion of the House of Representatives, as it will be after March 4, from Democratic to Republican ascendancy, the new house will have nothing to do with law-making until that date, and President Wilson will still have a Democratic Congress at the short session just opened. This is a long wait for the new Congress to get to work. When the Constitution was framed there were magnificent distances in the 13 colonies. Then it might have taken a new Congressman weeks or even months to get to the seat of Government. Wise men later objected to the Louisiana Purchase on the ground that its hinterland was so remote that no common spirit could be developed that would bring the

immense area into a political entity. But the days of the stage-coach have passed. A newly elected Pennsylvania Congressman dropped into the Capitol the other day via the aeroplane route. The reasons for postponing for four months the date upon which newly elected Congressmen should enter upon their duties no longer exist. If this is to be a government by the people for the people, it would seem high time that the anomaly of an unrepresentative Congress making the laws, while the truly representative element waits on the outside, should cease.

## NO MORE CANAL SLIDES

will then come an end to the canal slides that have been so vexatious and costly. In speaking of the reports that

GENERAL Goethals has announced that earth movements in the vicinity of the Panama Canal will soon be overcome and that there will then come an end to the canal slides that have been so vexatious and costly. In speaking of the reports that



MAJ. GEN. GOETHALS  
Who says that the slides along the Panama Canal eventually will be conquered by engineering skill

have gained currency regarding a probable continuation of trouble from slides at the canal, General Goethals traces them to definite sources both at home and abroad. Of the first character mention is made of an American geologist whose pessimistic utterances received wide attention. These, according to the canal critic himself, were based on "a thorough examination" which convinced the scientist that as much material was still to be removed from the two big cuts as had already been taken out. General Goethals states that the "thorough examination" occupied about three or four hours of the visiting geologist's time. The foreign critics, the General says, are of British extraction. They have said that the bottom of Culebra cut is a bog, and that the canal engineers, knowing the present waterway to be a failure, are seeking information in England relative to the Nicaraguan route. All of this General Goethals pronounces false, but thinks the statements have obtained credence through the fact that a pending treaty between the United States and Nicaragua contemplates securing from the latter all rights for building a canal on its territory. The entire career of General Goethals, as well as his established reputation for conservative expression, gives to any statement that he may make a value that outweighs differing comment from almost any other source.

## GOOD ROADS AND CIVILIZATION

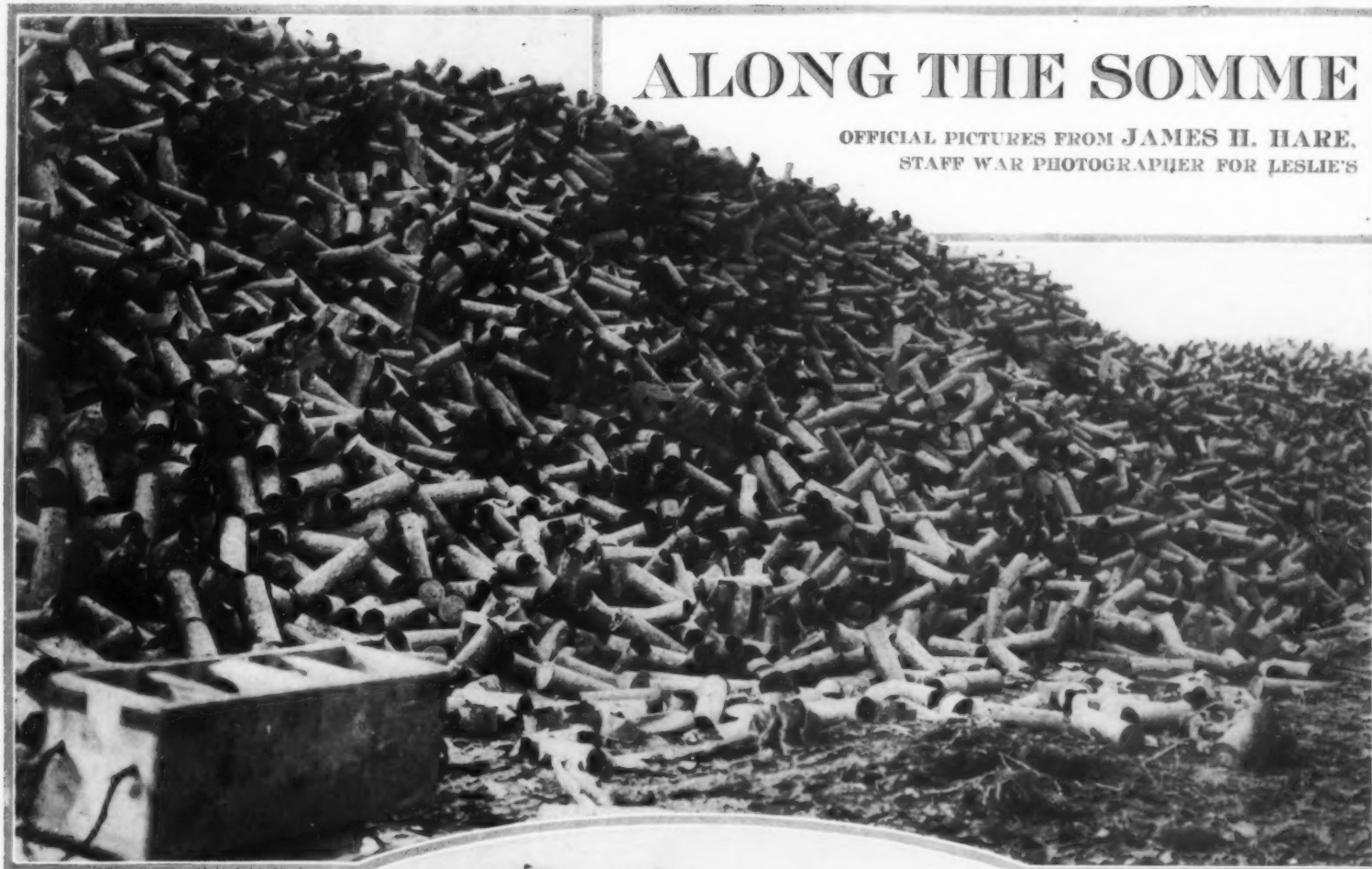
GOOD country roads bring the farmer and his products much nearer the neighboring centers of population than had been imagined, increase the value of his possessions and give his children better educational opportunities than were possible before. Investigations conducted in seven counties in the South indicate a rise in farm values on or near improved country roads of \$10 to \$50 per acre between 1909 and 1914. On an old country road in Alabama the average load that could be hauled before improvement was about 1,500 pounds. This increased to 2,500 pounds or more when the road was improved, and the difference in hauling cost represented a saving in a single year sufficient to meet the entire bonded indebtedness for the new road, were it all applied to that purpose. In many instances the

(Continued on page 666)



# ALONG THE SOMME

OFFICIAL PICTURES FROM JAMES H. HARE,  
STAFF WAR PHOTOGRAPHER FOR LESLIE'S



## THEIR WORK IS DONE

Discharged shell cases somewhere near the Somme battlefield, piled up preparatory to being sent back to England, where they will be reloaded. This is only one of the many mountains of empties that accumulate at railroad points.



## THANKFUL FOR A LIFT

To the left is a motor car that went to war but found a stream that it could not negotiate under its own power. Six horses brought it across very nicely. Horses are used for transport work where the ground is too rough for motors.



## IN A BAD FIX

This locomotive got into such difficulties that it took a whole company of soldiers to get it out. Such work usually falls to the Royal Engineers, but the British "new" army is made up of men of every occupation, and any company can carry on any kind of work.



# PERILS OF THE MODERN SHOE

BY KATHLEEN HILLS

**T**HE foot is probably more abused than any other part of the human anatomy. We crowd the foot into tight shoes, walk on it in a distorted position, overtax its strength without sufficient rest and give it no more attention than is required for personal cleanliness. But nature will not be cheated and we pay the price of our thoughtlessness.

Possibly because of the lack of vanity men are less troubled by their feet than women. Ninety per cent. of the latter's foot troubles can be charged to the fashionable shoe, which, with its narrow, pointed toe and extreme heel, is doing infinite harm. Most women know this though they refuse to acknowledge it. As Dr. Dexter P. Ashley in the *New York Medical Journal* says: "Comparing the outline of the foot with the shoe of modern civilized man, ordinary shoes would appear a monstrosity were it not that long association with these forms has dulled our perceptions." Comfort at least, if not the general health, depends upon the size, shape and quality of the shoe. The sooner women realize the harm they are doing in continuing to wear the freak shoe most in vogue, the better it will be for them, and for future generations.

Tradesmen are always to be found who consider the

public welfare as much as money-making, though these are a type of philanthropist hardly appreciated. There are shoe manufacturers in this country—not only the makers of custom shoes, but also those who manufacture on a large scale—who have made it a business to educate the public to a realization of the necessity of wearing comfortable, sensible and healthful footgear. And it is a tribute to the common sense of the people that the business of these manufacturers has steadily expanded. Not so long ago only the well-to-do could afford custom-made shoes. The growing popularity of these shoes inspired manufacturers to make factory goods along similar lines and to appeal to the public for their more common use. That appeal met a ready response, so that now in every well-conducted shoe store, one can find shoes modeled for comfort first, and which are also stylish.

While poorly made and ill-fitting shoes come in for a just share of censure, the foot troubles afflicting 95 per cent. of the people are due to their

foolishness in wearing tight shoes. Corns are usually the result of wearing tight or ill-fitting shoes. Bunions, blisters, Morton's toe, flatfoot, a predisposition to chilblains due to impaired circulation, backache and many other pains and some serious ailments are all attributable to the same cause. A shoe that is too narrow will press the toes together, interfere with the function of the transverse arch, force the great toe outward and result in a disfiguring bunion. So painful can this deformity become that not infrequently an operation is required for relief. Compare plates A and B and note at a glance the handicap a normal foot labors under when confined within a tight shoe. A shoe that is too narrow does not allow for the expansion of the transverse arch. A shoe that is too short causes severe pain by pressure on the ends of the toes, and may affect the blood and nerve supply.

When the foot is placed on the ground, the heel, the outer side of the foot, the little and great toes receive the weight first, but when all the weight of the body is placed on the foot, the transverse arch spreads out and the heads of the three other bones concerned in the formation of the transverse arch receive their share of weight-bearing. In order to distribute the weight properly the necessity for a shoe wide enough to allow of expansion of the transverse arch is imperative. If the shoe is too narrow, when the wearer is standing or walking, it will throw the little toe upward and inward and may cause what is known as Morton's toe, in advanced cases an extremely painful malady difficult of correction. When this condition exists the bearing surface of the foot is reduced and a greater

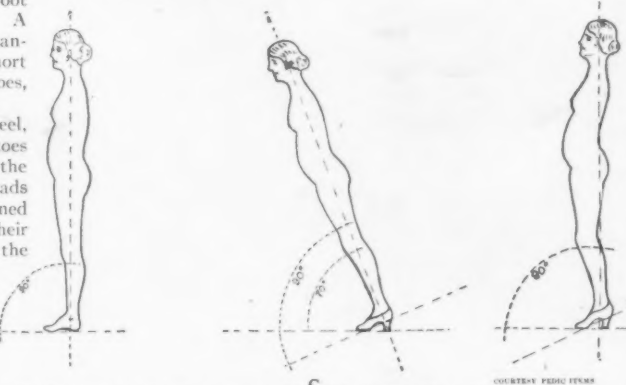
portion of the weight is thrown on the fourth toe than it ordinarily should receive, and extreme pressure on the blood vessels and nerves forming a delicate network between the toes causes increased discomfort.



Showing the normal position of the foot and the distorted position when crowded into a pointed shoe. Pressing the big toe outward results in a distortion of the joint known as *halux valgus*. This often eventuates in a painful bunion which not infrequently requires an operation.

Flatfoot, more commonly referred to as broken arch, is the source of 90 per cent. of foot trouble. This painful affliction is often the result of being forced, by occupation or otherwise, to stand too long, but not infrequently it is chargeable to a wrongly-shaped shoe. It is sad that people suffer the excruciating pains caused by "broken" arches without realizing that a properly fitted shoe will relieve them, often without the further correction of the strapping and arch-supports required in advanced cases. The fitting of arch-supports should never be left to a shoe clerk ignorant of the anatomy of the foot. No two persons' feet are alike and there can be no such thing as a "standard" arch-support. Only such arch-supports should be worn as have been made on the recommendation of an experienced orthopedist or chiropodist and scientifically fitted to the foot. Any other may prove detrimental. It is an open question as to how soon reputable shoe houses will recognize this and have a responsible and reliable orthopedist available for their patrons.

Likewise a change in the manner of making measurements for the shoe is sure to be demanded, as we recognize the importance of properly fitting our footgear. Instead of measuring the foot in the hand, as is now being done, with no regard to the width of the foot, measurements will be taken, both for length and width, while the patron is standing with full weight of the body on the feet. It is considered desirable to allow three-quarters of an inch extra in the length of the shoe and half an inch in the breadth above the actual size of the foot. True, conforming to this standard of measurements, larger shoes will be required, but as Dr. Woods Hutchinson says, "Shoe room is like money in the bank—the only way to have enough is to have too much."



The first sketch shows the correct position of the body. The second illustrates how the body is thrown out of equilibrium by the high-heeled shoe. The third shows, by the dotted line through the body, the distortions caused by trying to maintain one's balance with a high-heeled shoe.

Responsible physicians, orthopedists and chiropodists hold the high heel of the modish shoe responsible for many pains remote from the feet. Yet woman continues to endanger her health and to minimize her comfort by wearing high Cuban or French heels on most of her shoes. We should be thankful for the great tide of sport clothes and shoes lately in vogue. The extreme comfort derived from the broad, low-heeled sport shoe has led many a woman into sensible paths from which Dame Fashion will find it difficult to lure her. Otto F. Schuster, Professor of Chiropodial Orthopedics at the School of Chiropody of New York, writing on the dangers of the high-heeled shoe, says in *Pedic Items*:

"The human body is in equilibrium when the feet that form the base of support are kept at right angles to the longitudinal axis of the body. Any change of this angle will disturb the equilibrium and will demand certain compensatory changes in other parts of the body." Add a high-heeled shoe to the base of support and immediately the whole body will be thrown out of equilibrium as can be readily seen from the accompanying chart (C). To retain one's balance with a high heel, the upper part of the body must be bent backward, the knees are flexed, the heels raised and the toes dropped.

This increases the angle of the base with the axis of the body from 90 to 100 or more degrees, according to the height of the heel. In this position an entire readjustment of the body is called for. The increased curve in the small of the back predisposes the lower part of the spine to weakness, and throws the abdominal organs out of position. The strain on the joint at the base of the spine may cause pain similar to sciatica, for which it is often mistaken. At first the pain is confined to the sacro-iliac joint, then it may follow the course of the sciatic nerve and extend to the knee and foot. The pain varies from a dull ache to a sharp, lancinating one, intensified by motion.

The effect on the abdomen varies greatly, the most common complaint being a feeling that the abdominal organs are sagging down and require artificial support. It is said that it was to counteract these distressing conditions that such creations as the straight-front corset and abdominal supporters came into existence. Maintaining the knees in an unnatural position results in tiring and weakening the extensor muscles of the knee, and a feeling that the knees are giving out is a common complaint after standing only a short while. The anterior muscles of the foot become weak and those of the calf shorter and relatively more powerful. Even the toes feel the additional strain of being kept at an acute angle with the bones of the center of the foot.

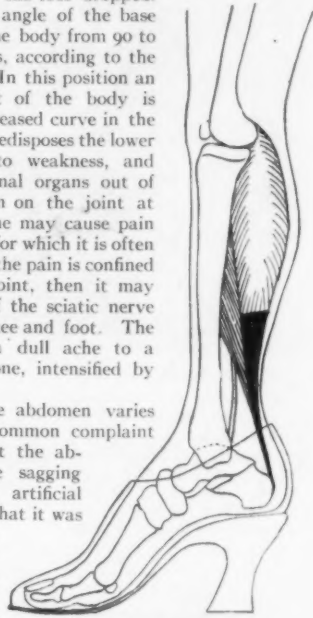
In pointing to the low-heeled shoe as a correction for all these abnormalities one must emphasize the desirability of making the change from high to low heels gradually, otherwise this radical change may react in greater pain than ever. A well-known New York chiropodist says this is why women form the larger percentage of his patients when the tennis and sport season is on. The sudden change to low-heeled shoes puts a heavy strain on the muscles that have been contracted by the continued use of high-heeled shoes, particularly the muscles of the calf and these muscles should be massaged and stretched before a low-heeled shoe is ordered, as it would otherwise result in the displacement of some bones concerned in the formation of the longitudinal arch of the foot and cause "flatfoot." The tendons of the toes that have become contracted should also be stretched by exercises such as picking up marbles or other small objects with the toes, or by other "gripping" exercises.

No article dealing with corrective measures for foot troubles would be complete without mentioning the stockings. The common stocking at the present time has its apex in the center, which does not conform to

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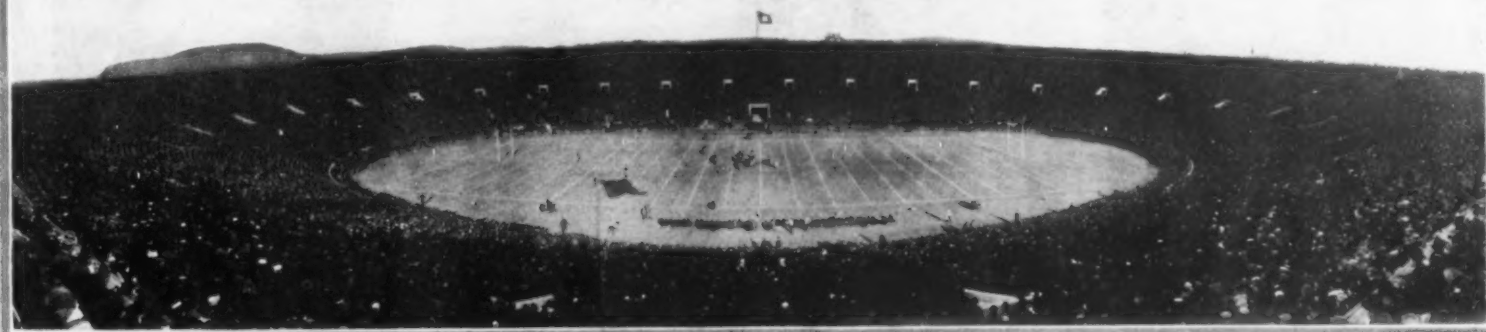


Conventionalized outline of the correct shaped shoe. With shoes following this general outline, with the inner margins parallel, there would be materially less trouble than is experienced today by most persons.



How a high-heeled shoe distorts the foot. It causes a shortening of the muscles and tendons in the calf of the leg, throws the bones of the arch out of position and puts unnecessary weight on the toes.

# SEEN IN THE WORLD OF SPORT—BY ED A. GOEWEY (THE OLD FAN)



## AMERICAN ATHLETES HOME FROM SCANDINAVIA WITH 135 PRIZES

Uncle Sam's athletic team, which contested with great success in games arranged by sport lovers of Norway and Sweden. The men competed in 49 events, and finished first in 23, second in 15 and third in 11. They took 135 prizes and were feted throughout their stay abroad. The team, left to right, is: Andy Ward, Bob Simpson, Joe Loomis, Fred Murray, Ted Meredith.



A. Wilson

## SHINING LIGHTS OF THE NATIONAL PASTIME

Two major league players who won niches in the baseball Hall of Fame in the 1916 season were Arthur Wilson and Thomas Griffith. The former caught for the Pirates and Cubs, participating in 73 games, and making 307 putouts



T. Griffith

and 80 assists against 13 errors. The feat which distinguished him from all other National League backstops was going through 28 consecutive games without an error or a passed ball. Griffith won his laurel wreath by playing his second complete season in the Red's right field a total of 315 games in one position. In the season just closed he took part in 155 games, making 238 putouts, 28 assists and but 9 errors.

## AFTER SEVEN YEARS, YALE DEFEATS HARVARD

Before the greatest crowd which ever gathered to witness a sporting event in an inclosure in the history of athletics in this country, Yale recently defeated Harvard by a 6-3 score in the great Bowl at New Haven. It was a great struggle, worthy of the crowd which watched and the modern gladiators who fought. Tad Jones proved his ability by making it possible for Captain Black and his men to bridge a gap of seven years and beat an eleven from Cambridge for the first time since 1909, despite the cleverness of Percy D. Haughton. Misplays by both teams resulted in scores. Robinson booted a field goal for Harvard in the first period, and in the second a fumble by Le Gore, recovered by Gates, won a touchdown.



## OVERTON AGAIN LEADS IN CROSS-COUNTRY RUN

Although the harriers of Cornell University, in the recent New Haven run, again stamped themselves as the inter-collegiate cross-country team champions, individual honors were retained by Yale, John W. Overton coming home first in this annual title event. The picture shows the start of the great hill-and-dale struggle, with Overton (Y. 201) directly in center. His time was 35 m. 30 4-5 s., nearly one minute faster than the previous time for this trail.



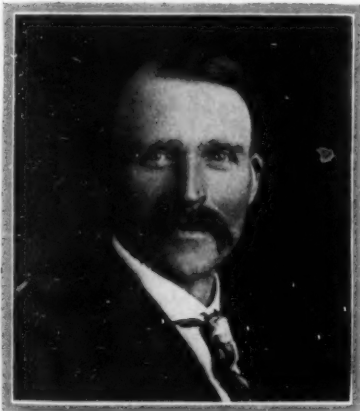
## TWENTY-FIRST MEETING BETWEEN ARMY AND NAVY WON BY FORMER

More than 50,000 soldiers, sailors and civilians recently witnessed the clash between the Army and Navy at the Brush Stadium, New York, in which the cadets won from the middies by a 15-7 score. When the conflict was but a few seconds old Elmer Oliphant, of Washington, Ind., clasped the leather at his own 10-yard line, and, aided by his team mates' splendid interference

raced about 87 yards, almost the length of the field, to plant the ball in the shadow of the Navy goal posts. After a bad start the Annapolis men came back in whirlwind fashion, but could not overcome the handicap the Army had raised against them. In the center of the picture are the West Point rooters. Those for the Navy are on the opposite side of the field.



# PEOPLE TALKED ABOUT



THE CORN KING

While the crowned heads of Europe are vexed with worry and care, King Willard Zeller, of Cooper, Iowa, continues to raise prize-winning corn and gather in the trophies. Iowa, which leads the world for corn production, has an average yield of about 32 bushels per acre, but Mr. Zeller's acres average from 120 to 140 bushels, his record being 141.6. A prize winner at seven consecutive State Fairs, holder of four of the five State Corn Show prizes, and receiver of the sweepstake prize for the best bushel exhibited by any competitor, at San Francisco, Mr. Zeller has reason to be glad that he spent a little time, back in 1908, experimenting in his breeding plots.



THE WHEAT KING

With wheat at present prices, Seager Wheeler might rejoice in his work without the added attraction of the prizes and awards that he receives. On his Canadian farm he breeds wheat with the same care that a live stock farmer uses in breeding his exhibition animals. For the past three years his wheat has been declared unsurpassed. Four years ago he carried off the Sir Thomas Shaughnessy \$1,000 purse and at the International Soil Products Exhibition, at Wichita, Kan., last year, he received the first prize and the sweepstakes.



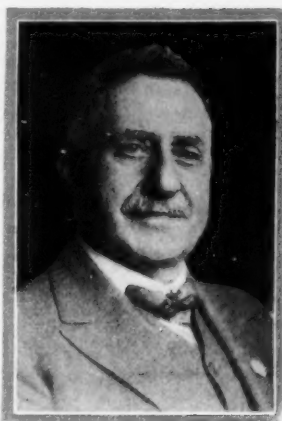
THE BARLEY KING

Some day, when he has time, H. E. Krueger, of Beaver Dam, Wis., may get together all the trophies his barley has won, and when he does the totals will show 27 engraved certificates from national shows, 10 gold medals, 12 trophies, 41 common certificates, 1,400 ribbons of all known colors, \$4,754 in cash prizes and a record of having won for 10 consecutive years the international sweepstakes. With his first prize, \$9, in 1907, Mr. Krueger paid for two weeks' room and board at the University of Wisconsin. His \$735 prizes in 1908 paid for two years at Wisconsin College of Agriculture, since which time he has been raising the total each year.



ANOTHER PRIZE WINNER

Not to be outdone by the gentlemen above who seemed to have gathered in all the prizes on earth, Louise Elizabeth Jones, of Raleigh, N. C., entered the State Better Baby Contest and captured the sweepstake prize with the score of 100. The North Carolina Women's Clubs conducted the contest and the jury was composed of doctors. Louise Elizabeth is two years old and tips the beam at 28 pounds.



PIN-BOY TO GOVERNOR

At 13, Simon Bamberger, just from Germany, became pin-boy in a Cincinnati bowling alley. Between working hours he attended school, and in time engaged successfully in the hotel, mining, railroad, clothing and coal businesses. On January 1st he will become first Democratic governor of Utah. He is a Jew, but is a "gentile" in the mormon state.



FATHER AND SON HONORED FOR VALOR

After 14 days of conspicuous bravery, Major William Congreve of the British Rifle Brigade was killed in action. For his courageous conduct in duty he had been awarded the Victoria Cross. Major Congreve was the son of General Walter N. Congreve who received the Victoria Cross for bravery in the Boer War and who is now in charge of a corps "somewhere in France." Mrs. Congreve has been acting as auxiliary nurse in a hospital at Fontainebleau.



OKLAHOMA'S BEST BABY

If, at the age of 15 months, Edward Nelson Collier can win the verdict over 324 competitors, there is no telling what his record will be when he gets older. At the Oklahoma State Fair Edward scored an average of 98.5 but there was no prize for the winner. The contest was conducted under the rules of the American Medical Association, based on the measurements of 10,423 normal babies. Edward's home is in Fletcher, Okla.



A PRESIDENTIAL ELECTOR

Three California women will sit in the electoral college, next January, to vote for President. Mrs. Virginia M. Spinks, of Berkeley, was the first woman nominated by a state Democratic convention. She is founder and president of the woman's State Democratic Club of California, having an enrollment of 4,000.



# THESE ANIMALS WENT TO WAR



## FIRST AID TO A FIRST-AID DOG

Animals of many kinds have found their way into the trenches as mascots or for practical use. Some of the most valuable animals in warfare have been the Red Cross dogs. They search battlefields for wounded and by barking or otherwise attract rescuers. A French Red Cross man is bandaging the wounds this dumb hero received in action.



## A MASCOT WITH A FAMOUS NAME

Perhaps it was because he loves a fight that the British territorials named their pet "Roosevelt." The cub is as fond of his companions as they are of him and their military appearance gives him no alarm.



## AN AVIATOR'S PLAYMATE

Lieut. Effinoff, the Russian aviator, might have chosen a more appropriate mascot than this lion cub.



## JUMBO, THE BURDEN-BEARER

No peanuts reward this faithful German servant at the end of a hard day's work. Peanuts are a circus by-product, and his life is no circus.



## RUSSIAN PETS, GERMAN BY ADOPTION

The little pig that went to market went to 30 cents a pound. The little pig that stayed at home soon followed his brother to market. This little pig went to war as a Russian pet but when the victory went to the Germans he went with it. The fawn and the colt were also adopted as pets—until the colt should be big enough to be useful and the scant meat supply should create a demand for venison steak.



## ALL ASHORE AT SALONIKI

The average length of a horse's life in actual service is short. The cost of transporting horses is enormous but the need for them is so great that the supply falls far short.



## OWLS THAT DO TRENCH FIGHTING

The French soldiers petted these owls in the daytime and disturbed their slumber. In return the owls made the soldiers' nights more comfortable by catching the rats in the trenches.



## UP IN FRONT WITH THE BAND

Private William Goat of the Welsh Fusiliers should not be permitted to lead the march, because, as is plainly seen, he is only half in step. His hind feet are all right but he's all out of step in front, but the Tommies love him just the same.



## EVEN THE CAMEL IS ENLISTED

Fish, flesh, fowl and good red herring all have been pressed into service. Even the "Ship of the Desert" is doing war duty in Egypt. The native driver has been halted by an Australian guard on the banks of the Suez Canal.



### Specifications

#### The 1916 Reo the Fifth (Model R) 5-Passenger Touring Car.

**WHEEL BASE**—115 inches.  
**SPRINGS**—Front—Semi-elliptic, 38" x 2" with 7 leaves. Rear—three-quarter elliptic. Lower section—44 3/8" x 2" with 7 leaves; upper section, 22 1/2" x 2" with 7 leaves.  
**FRONT AXLE**—I-beam, drop forged, with Timken roller bearing spindles.  
**REAR AXLE**—Tubular, semi-floating. Timken roller bearings at differential—Hyatt High Duty roller bearings at wheels, pinion integral with stub shaft—two universal joints in propeller shaft—torque taken by separate torque arms—gear ratio 4 to 1.  
**TIRES**—34" x 4" front and rear. Non-skid on rear.  
**MOTOR**—Vertical, four-cylinder, cast in pairs, modified L-type with integral head. Inlet valve in head. Valves mechanically operated and protected. Exhaust valve seated directly in the cylinder. Barrel type crank case with three crank shaft bearings. Helical timing gears running in oil.  
**MAIN BEARINGS**—As well as connecting rod bearings, adjustable without removing motor from frame. A Reo feature that saves owners hundreds of dollars in the life of the car.  
**CYLINDER DIMENSIONS**—4 1/8" x 4 1/2".  
**HORSEPOWER**—35.  
**COOLING SYSTEM**—Water jackets and tubular radiator, cellular pattern. Water circulation by centrifugal pump direct to exhaust valves.  
**LUBRICATION**—Automatic force feed by plunger pump with return system.  
**CARBURETOR**—Automatic, heated by hot air and hot water.  
**IGNITION**—Combined generator and magneto driven through timing gears; 100 ampere hour storage battery.  
**STARTER**—Remy electric, separate unit, six volts, connected to transmission.  
**TRANSMISSION**—Selective swinging type with single rod, center control.  
**CLUTCH**—Multiple dry disc, faced with asbestos, with positive and instant release.  
**BRAKES**—Two on each rear wheel, one internal, one external, 14" diameter drums—service brake interconnected with clutch pedal. Two foot pedals only—no hand brake.  
**STEERING**—Gear and sector with 18" steering wheel.  
**CONTROL**—Left-hand drive, center control—spark and throttle on steering wheel with foot accelerator. Positive thief-proof locking device.  
**THE FAMOUS ONE-ROD** Reo control makes this the simplest car in the world to drive.  
**FENDERS**—Drawn sheet steel of latest oval type—shields between running boards and body—close fitting, quick detachable under pan—aluminum bound, linoleum covered running boards.  
**GASOLINE CAPACITY**—Sixteen gallons. Emergency pump on instrument board.  
**BODY**—Five-passenger—stream-line touring car type with extra wide full "U" doors, front and rear. Genuine leather upholstery. Deep cushions and backs.  
**FINISH**—Body, golden olive, running gear, brown; equipment nickel trimmed.  
**EQUIPMENT**—Fully electric lighted throughout, improved 5-bow, one-man mohair top with full side curtains, mohair slip cover; clear-vision, rain-vision, ventilating windshield; speedometer, electric horn; extra rim with improved tire brackets; pump; jack; complete tool and tire outfit; foot and robe rails.  
**"50 PER CENT OVERSIZE"** in all vital parts—a big, beautiful car—no skimping anywhere.  
**PRICE**—\$875 f. o. b. Lansing, Michigan.

## What Does "50 Per Cent Mean to You?"

DO YOU REGARD THAT famous Reo slogan merely as an advertising "catch phrase" or had you accepted it at par—as you have a right to accept any statement to which the name Reo is signed?

YOU'VE OBSERVED, of course, that Reo the Fifth is fully 50 per cent larger—more commodious—than other cars selling within one or two hundred dollars of its price.

YES, 50 PER CENT LARGER—50 per cent more passenger room. There's just the difference of comfort versus discomfort between this \$875 Reo and cars selling for, say, \$100 to \$200 less.

BUT THERE'S A BETTER WAY to test this matter—to make comparisons—and to find that you actually do get "50 per cent oversize" in all vital parts of Reo the Fifth.

PUT THEM ON THE SCALES—there's the real test. For in the final analysis, the metal in a car does count for strength—does cost in the making.

THERE'S A GREAT TENDENCY these days to skimp in size, and then to skimp in size of parts—and that shows up in the weight of the car.

GRANT, IF YOU WILL, that others may use as good material and as good engineering as Reo (though in service these cars don't prove it), and still you must know that one pound of steel cannot do the service of a pound and a half.

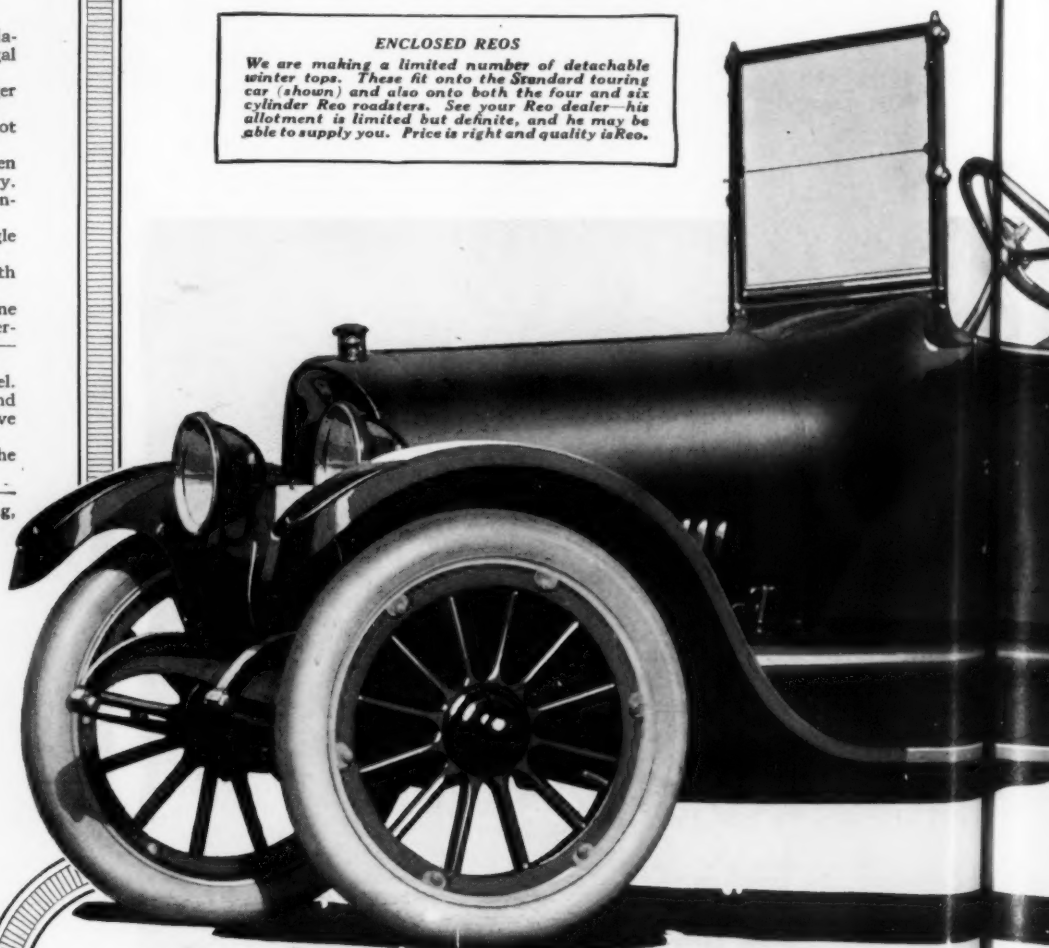
THAT'S SIMPLE, ISN'T IT?

THE CLAIM MIGHT BE made that superior engineering could offset the difference in materials—but in the light of the fact that Reo engineering was known and recognized as the standard for the industry long before the designers of most other cars were ever heard of, that claim won't hold water.

DOWN TO A CERTAIN POINT lightness in a motor car is desirable. Put a Reo on the scales and you'll find just what that point is.

#### ENCLOSED REOS

We are making a limited number of detachable winter tops. These fit onto the Standard touring car (shown) and also onto both the four and six cylinder Reo roadsters. See your Reo dealer—his allotment is limited but definite, and he may be able to supply you. Price is right and quality is Reo.





# 50 Per Cent Oversize" in Your Motor Car

TO GET BELOW THAT one of two expedients must be resorted to (generally both are) namely; skimping on the size—cut an inch here, half an inch there; narrow the seats, shorten the leg room till you can just squeeze the regulation "five" passengers in; and cut the size of every part down till there's just enough "factor of safety" to get by.

THAT CUTS THE WEIGHT—and since weight means steel, brass, bronze, aluminum, wood, leather, rubber—and these cost money, you can see how the selling price can be cut by that plan.

THEN SUBSTITUTE imitation leather for real leather, use commercial steels instead of special alloy, skimp on the work, use undersize tires—and you have cut the first cost again—and lowered the selling price.

BUT WHAT HAVE YOU DONE to the customer—the man who is to buy and to own and to drive and to pay the "upkeep and repair" bills of that car?

ASK ANY OWNER of Reo the Fifth, after he has driven his car two or three years. Ask owners of others that sold for the same or less.

COMPARE THEIR ANSWERS and you'll appreciate as never before the tremendous significance of that Reo slogan—that Reo standard which calls for "50 per cent oversize" in all vital parts.

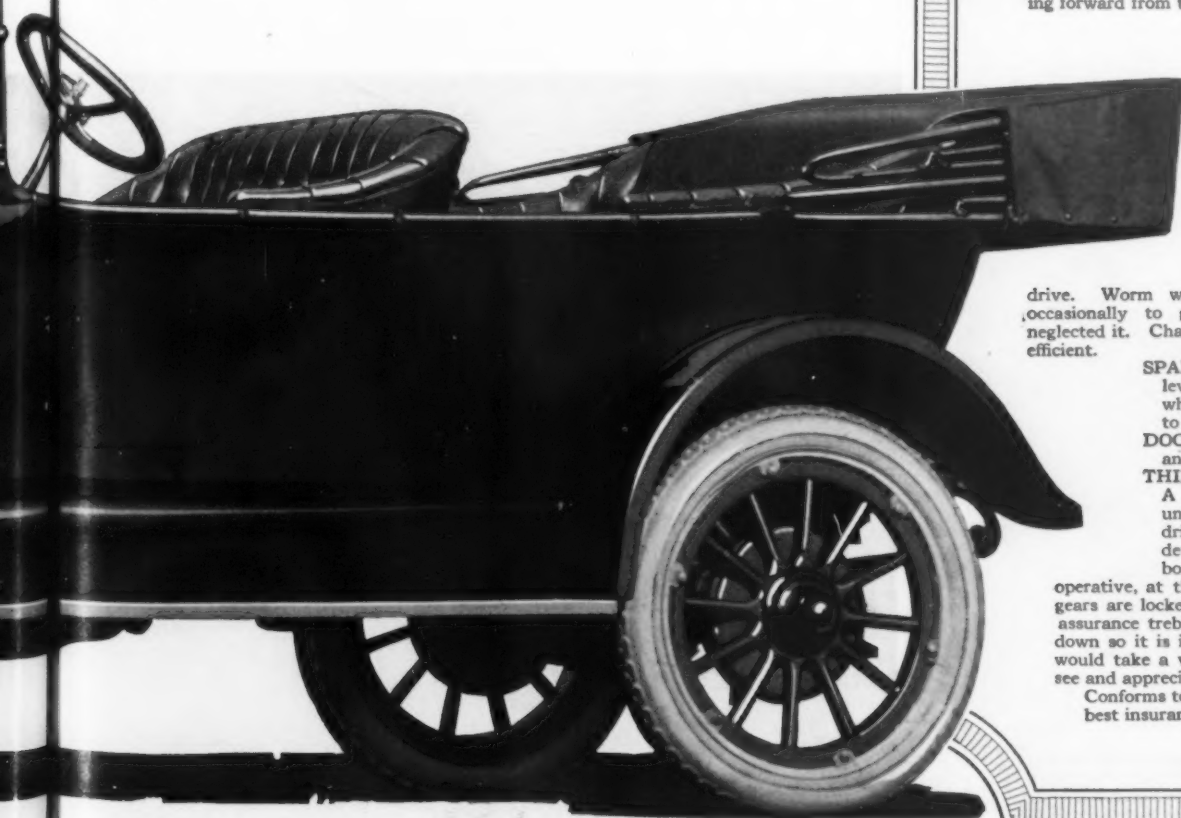
BY THE WAY!—THE PRICE of Reo the Fifth which is now \$875 f. o. b. factory, may have to be increased at any moment.

WE REO FOLK are holding off as long as possible hoping that some change in conditions may put prices of materials back where they were a year ago, and thereby enable us to make this great car the Reo way and yet sell it at the present price.

BUT YOU KNOW, and we are equally certain, no such prospect is in sight—so you may expect notice any day that the price has been raised.

MEANTIME if your order is in your Reo dealer's hands—a bona fide order—you'll get your Reo the Fifth at the present price, and that is surely "The Gold Standard of Values" in motor cars.

**Reo Motor Car Company**  
Lansing, Michigan



## Refinements and Improvements Over Preceding Models

**CHASSIS**—Remains practically the same. This great chassis has been recognized for the past five years as the standard American automobile chassis.

Reo the Fifth is unquestionably the most accessible automobile in the world, the simplest, therefore the cheapest, in which to make any adjustment, replacement or repair. Slight changes have been made in different parts of the mechanism. They are such as only an engineer would understand, and their purpose was to eliminate the slightest little sound, and to make this the most silent as well as the most accessible automobile in the world and to further enhance facility of driving.

**NEW BODY DESIGN**—Lines have been changed slightly to conform with the latest fashions and to improve its already graceful appearance.

**HOOD FASTENINGS**—New design—pull up and out. Facilitate lifting of hood without the usual inconvenience—just a little detail but of sufficient importance to merit our engineers' attention when it meant greater convenience for the Reo owner. Adjustable buffers prevent rattling of hood-sides.

**FENDERS**—Re-designed. Of the modified "Crown" type, formed under our own big presses and so rigid it will be impossible for them ever to shake loose or develop a rattle.

**RUNNING BOARD**—New design, wide at front to protect apron from toe scratches.

**SWITCHES, ETC.**—Now located on steering post instead of on the cowl board. Facilitates adjustment of carburetor, and operation of light switches, without necessity of the driver taking his eyes from the road or leaning forward from the natural driving position.

**COWL BOARD**—Now covered with metal instead of leather, greatly improving its appearance.

**SPEEDOMETER AND AM-METER**—Located in center of instrument board, where they can be seen by all occupants of the car.

**STARTING DEVICE**—The same reliable Remy starter but with a new and improved "hook-up." The former famous Reo worm gear device has been replaced by chain

drive. Worm was ideal but required lubrication occasionally to get best efficiency. Some drivers neglected it. Chain is *neglect proof* and a trifle more efficient.

**SPARK AND THROTTLE**—Control levers now located on top of steering wheels. No better, but buyers seem to prefer it.

**DOORS**—New locking device—unlocks and locks more readily and certainly.

**THIEF-PROOF LOCKING DEVICE**—A feature that is made possible by the unique Reo design. This enables the driver to lock simultaneously the starting device, the transmission and the floor boards. Starting device is made in-

operative, at the same time that the transmission gears are locked in neutral position. And to make assurance trebly sure, the floor boards are locked down so it is impossible to get at the parts. It would take a volume to describe it—but you will see and appreciate it at a glance.

Conforms to all city ordinances—and is your best insurance policy.

# This is The GIFT BOX "THE GREAT-EST CHRISTMAS BOX THAT EVER WAS" For Your Mother—



IF ever there was a Christmas Box "for mother" this is it. A combination of mother-gifts—beautiful gifts—books, picture, magazine and letter.

Seven splendid gifts in one Christmas Box—\$8.35—all for \$4.00. Just read this description:

- 1—Burchins' Art Tribute Portrait to James Whitcomb Riley, published at \$3.00. Done on heavy cameo plate. Eight pictures in one. Signed artist's proof. Including groups: "Little Orphant Annie," "An Old Sweetheart of Mine," "Good-bye Jim," "When the Frost is on the Punkin," "The Raggedy Man," "Out to Old Aunt Mary's," and "The Old Swimmer's Hole." The picture of all pictures for the home . . . . . \$3.00
- 2—Heart Throbs. 484 pages of treasure pieces. Over 1,000 "favorite pieces" chosen by over 52,000 people. Handsomely bound, gold top, and illuminated gold cover . . . . . 1.50
- 3—Heart Songs. Words and music, 518 pages. Nearly 600 favorite songs, dear to the people and chosen and contributed by over 20,000 American homes, elegantly bound. Gold top and cover . . . . . 2.50
- 4—Old-Fashioned Hints to Home-Makers. Quaint old-style cover in two colors. Contains household secrets and "wisdoms" of mothers for four generations. Contributed by 8,000 American home-makers . . . . . .35
- 5—The National Magazine—the great Christmas number for mothers, including a special feature, "Mothers of Famous Men Now Living" . . . . . .35
- 6—Christmas Package of Christmas Verse Yags. Original poems that mother can use with her gifts. In colors . . . . . .35
- 7—Joe Mitchell Chapple's "Christmas Letter to Mother," done on beautiful, soft, rich stock, four pages; a heart letter to mother . . . . . .10
- 8—Expressage and packing . . . . . .50

Total \$8.35

All for \$4.00 Prepaid

Order this Gift Box at once for your mother. With your remittance, send us her name and address, and yours, both plainly written. Every one of these gifts is a mother-gift, a heart-gift—a Christmas box of treasures which your mother can keep through the years to come. "The greatest Christmas Box for mother that ever was." \$4.00 complete and prepaid.

All remittances payable to

CHAPPLE PUBLISHING COMPANY, Ltd., BOSTON, MASS.

For 50 cents additional, we will send (to Gift-Box purchasers only) the great "National Magazine" from December to March, inclusive, postpaid.

## You Probably Have a Friend—

whom you would like to remember with some less expensive but characteristic gift.

For a person who has a sense of humor and likes good pictures we suggest a gift-subscription to Judge, the Happy Medium.

Judge will make your Christmas merrier and will make a merry Christmas present, too.

Long after the holly and the mistletoe have disappeared, Judge will come each week a fresh reminder of the giver.

For \$1.00 we will send Judge for three months to the person you indicate, together with a tasteful card bearing the season's greeting and the message that Judge is coming as a gift from you. Fill out the coupon and send it in.

L. 12-14

JUDGE  
225 Fifth Ave.,  
New York City

Enclosed is \$1.00.  
Please send Judge  
for three months to

with a gift card bearing my name.

Name

Address

### Judge

The Happy Medium

225 Fifth Ave.

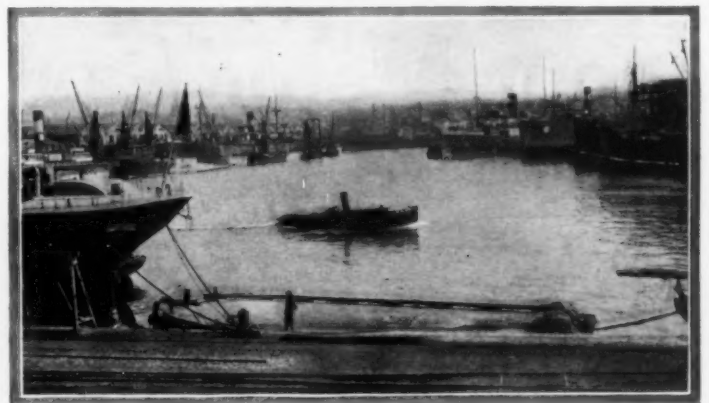
New York  
City



Under the Mistletoe

In answering advertisements please mention "Leslie's Weekly"

## FRENCH CREDIT SOUND BY HARRISON REEVES



BUSY PORT OF MARSEILLES  
The chief seaport of France and one of the busiest harbors in the world.

THE return from France of the commission of technical industrial experts sent abroad at the end of August by the American Manufacturers' Export Association marks the initiation of the practical aspect of the hitherto vague notion of the entrance of the United States into world trade on a larger scale as a result of the European war. A French industrial commission which visited the United States in the autumn of 1915 took home with it such a favorable report of the possibilities for the

Of the impressions created by the tour, perhaps the most significant was that of the sound economic, social, and political health of the French nation. Appearances were everywhere entirely gratifying. The new industry of the manufacture of war munitions was full of evidences of a high degree of industrial talent and energy for which the French had of late years been given far too little credit. There were some plants which were in every respect the equal of our very best ones in efficiency, while in the matter

of the readjustment of men's tasks to women's hands it was found that the French had progressed far beyond any standard known to the American delegates. Of the opportunities presented, the most striking concerned the introduction of up-to-date American machinery to replace older models, the adaptation of American agricultural implements to the special requirements of the French farmer, the utilization of a greater number of American labor-saving devices in all kinds of industry and commerce, and the possibility of securing valuable additions to our imports from France through the developments of excellent new fields of French enterprise. Among the questions which the commission had most frequently to discuss with local and national economic bodies and businessmen's organizations were those of credits

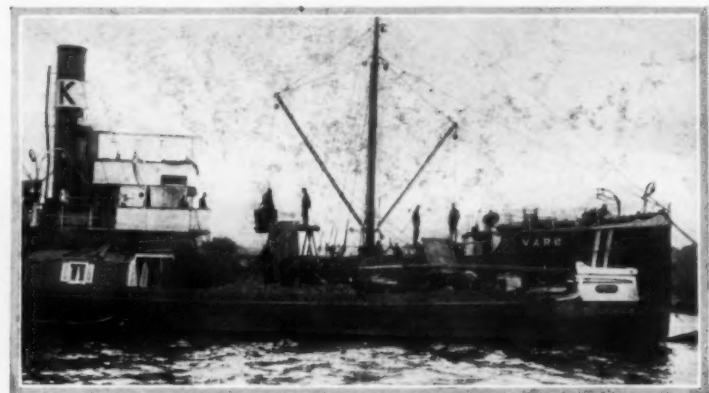


IN RAIDED TERRITORY  
The American Industrial Commission at Belfort. The windows were braced to protect them from breaking when hostile aircraft rain bombs on the town—as they frequently do.

It was agreed in advance that the commission should not itself do any business in France during its visit.

from France through the developments of excellent new fields of French enterprise. Among the questions which the commission had most frequently to discuss with local and national economic bodies and businessmen's organizations were those of credits

(Continued on page 664)



PRISONERS PUT TO WORK AT ROUEN  
Germans helping to unload coal from a steamer on the River Seine. They are paid for their work.





## THE AMERICAN SOCIETY FOR THE RELIEF OF FRENCH WAR ORPHANS

(INCORPORATED 1916)

Principal Office No. 120 Broadway (Rooms 1435-36) New York City

### Appeal for Orphan Children of French Soldiers who have died in defense of France

It is reported that the number of French orphans who will ultimately need aid will be in excess of 400,000, and that there are at the present time 200,000 in ACTUAL WANT. The stupendous and crushing burden of the war will not permit the French Government to pay more than 10 francs (\$2) per month per orphan, and it is NECESSARY FOR PRIVATE CHARITY TO CONTRIBUTE AT LEAST 15 FRANCS (\$3) PER MONTH ADDITIONAL FOR THE MAINTENANCE OF EACH CHILD.

The AMERICAN SOCIETY has pledged itself to help several thousand orphans during the six months commencing Nov. 1, 1916, and it desires to increase the number as speedily as possible and to extend the period of assistance. It will be doubly helpful to those in need if they can be assured at the outset of this winter, which will be exceptionally hard upon France, that fixed aid from Americans can be relied upon to prevent actual suffering among orphans.

It is expected that the organization known as THE FATHERLESS CHILDREN OF FRANCE will be absorbed by and act as a branch of the AMERICAN SOCIETY.

America's debt long owed to France is incalculable. Without the aid given to the Colonists during the Revolution by the French, as individuals and as a nation, our struggle for independence would have failed. Warships, soldiers, munition, supplies and money furnished by France, who thus impoverished herself, enabled us to win. Americans should make some return for the SERVICES and SACRIFICES of the FRANCE of LAFAYETTE and ROCHAMBEAU at the time WHEN AMERICA NEEDED HELP, and they should help discharge the debt, for which Washington pledged our "most unalterable gratitude." Contribution to the

## FRENCH WAR ORPHANS FUND

offers the opportunity for all America to pay, at least in part, our DEBT of HONOR. The needs of the WAR ORPHANS OF FRANCE this winter peculiarly call for American sympathy and help and it would be fitting if, each American contributing according to his means, the AMERICAN SOCIETY were enabled, by bringing succor and comfort to the orphaned and suffering children of French soldiers, to extend a helping hand to France in a way that must touch the hearts of her people, now heroically and self-sacrificingly facing unparalleled calamities in a spirit which has thrilled the whole world.

The AMERICAN SOCIETY FOR THE RELIEF OF FRENCH WAR ORPHANS has been incorporated under the laws of the State of New York for the term of 15 years for the purpose of

(1) Raising funds, by voluntary contributions to be used for the aid and relief of needy French children whose fathers have lost their lives as the result of the present war in Europe, and

(2) Systematizing and centralizing the collection of funds in the United States for that purpose and their effective distribution in France.

Its membership is divided into (1) "Founders," who contribute \$500 or more per annum; (2) "Benefactors," who contribute \$250 per annum; (3) "Sustaining Members," who contribute \$100 per annum, and (4) "Contributing Members," who contribute up to \$100 per annum.

The American Society undertakes, by means of its membership dues and a guaranty fund, to defray ALL the EXPENSES of management, collection and distribution of contributions for FRENCH WAR ORPHANS in order that the ENTIRE AMOUNT contributed for the aid and relief of these HELPLESS CHILDREN may be applied to their needs without any deduction for expenses of any kind, here or abroad.

The AMERICAN SOCIETY solicits contributions to its WAR ORPHANS FUND in order to be able to pledge fixed monthly aid towards the support of as large a number of FRENCH WAR ORPHANS as possible at the rate of **three dollars a month for each child.**

**DONATIONS to the FRENCH WAR ORPHANS FUND should be sent by checks or post office money orders to the order of THE AMERICAN SOCIETY FOR THE RELIEF OF FRENCH WAR ORPHANS enclosed with a subscription, in the form of the blank at the foot of this announcement, addressed to "THE AMERICAN SOCIETY FOR THE RELIEF OF FRENCH WAR ORPHANS, 120 Broadway, New York City," where all communications should be sent.**

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THE RIGHT REVEREND DAVID H. GREER,  
Bishop of New York  
THE HONORABLE WILLIAM G. SHARP,  
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THE HONORABLE ROBERT BACON,  
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#### SUBSCRIPTION FORM

To the American Society for the Relief of French War Orphans,  
120 Broadway, New York City.

The undersigned hereby subscribes \$..... to the WAR ORPHANS FUND of THE AMERICAN SOCIETY FOR THE RELIEF OF FRENCH WAR ORPHANS, and encloses herewith ☐ check ☐ P.O. order for the amount, to be distributed by the Society for the relief of needy French children whose fathers have lost their lives as the result of the present war in Europe, in such manner and by such agencies as the Society may authorize.

Name.....

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## Put Goodyears Between You and Trouble

The automobile's first line of defense against the battering of the road is its tires.

They suffer first every shock of travel—every impact of uneven surface, the wrenching grapple of ruts, the scuff and dig of starts and stops, the stab of nails and glass, the varied bludgeoning of random transportation.

A treacherous tire cripples a motor car as effectively as a severed tendon cripples a man—stern stuff is required underwheel to insure the automobile its full range of utility.

Goodyear Tires are built to such a pattern. The fabric composing their structure is made according to a Goodyear standard that has since raised the quality of all fabric—much of it is made in our own mills.

The stock used in treading this structure is fine-grained, close-knit, amazingly vigorous, as near invincible as rubber can be.

The special features distinguishing these tires further safeguard both structure and stock against the sources of trouble ordinarily encountered.

The method of their making is deliberately exact, and expertly applied.

As a result, Goodyear Tires have proved to a plurality of motorists that they offer more in miles, in security, in endurance, in freedom from trouble—and more of them are sold than any other brand of tire.

What they have done for others, they'll do for you.

*Goodyear Tires, Heavy Tourist Tubes and "Tire Saver" Accessories are easy to get from Goodyear Service Station Dealers everywhere.*

The Goodyear Tire & Rubber Company, Akron, Ohio

**GOODYEAR**  
AKRON

In answering advertisements please mention "Leslie's Weekly"

## MOTORISTS' COLUMN

MOTOR DEPARTMENT

CONDUCTED BY H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks, delivery wagons, motorcycles, motorboats, accessories or State laws, can obtain it by writing to the Motor Department, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City. We answer inquiries free of charge.



### A TRIBUTE TO STANDARDIZATION

The company which built this car makes a specialty of handling parts for all "orphan" automobiles. The particular model illustrated above has been built from the parts of one hundred and two different makes of cars which are no longer on the market. A closer examination of the machine would reveal a steering gear intended for one make of car, a gear set from another, an axle that should have done duty in a third, wheels that were meant for a fourth, and so on throughout the entire design of this composite automobile.

### THE PASSING OF THE GASOLINE MOTOR

NO longer is the gasoline motor to drive our automobiles. No; electricity, steam or kerosene will not necessarily furnish the motive power of the future, but the term gasoline "motor" will be relegated to those pages which contain such terms as "horseless carriage," "exhilarator," and other obsolete nomenclature.

The edict has been issued by the Society of Automobile Engineers, whose work in the standardization of design, sizes and materials of parts entering into automobile construction entitles it to the task of standardizing the nomenclature of motoring as well.

The change will not be an easy one to make, for the term "motor" has so long been applied to the power plant of the automobile that we cannot easily learn that we must religiously term it a gasoline engine. But such it is, not necessarily according to the dictionary meaning of the word, but because it is the prime source of the manifestation of the power which drives the car.

Even though the word "motor" was not etymologically correct to apply to the power plant of the automobile, it served its purpose until the introduction of the electric starters (so-called, but which are in reality electric cranks) made the electric motor a part of every modern car. Literally, a motor is merely a means of transforming a certain type of potential energy into power of the desired character, and under this definition a steam engine might as aptly be termed a motor as a machine operated by the flow of electric current; but a line must be drawn somewhere, and it has been decided to leave the term "motor" to the electric field and to apply "engine" to the power plant of the car.

After usage has served to emphasize this distinction we can speak of the engine and the motor of a car with no thought of a misunderstanding. The matter is one of education and habit, however, and the responsibility for this proper education of the user rests largely upon the dealer. If he continually refers to the main power plant of the car as the engine, and to the electric cranking device as the motor, he will not only mark himself as a progressive dealer, but will aid the industry as a whole by lending his influence toward the proper standardization of terms which have sprung up through habit rather than through reason.

The automobile owner, too, can lend his assistance to this work and in conversation with his friends may, even more than the

dealer, influence the automobile "talking" public to use the right terms.

Other parts of the car are becoming standardized in name as well as in size, and if uniform descriptive terms can be supplied to the various controls and movable portions so that owner, dealer, service manager and manufacturer will know instantly what part is meant, much confusion when ordering spare parts will be avoided.

When it is realized that some four or five thousand different parts enter into the construction of even the "simplest" automobile, some idea of the task attempted by the Society of Automobile Engineers can be obtained. Each nut, bolt and washer has its particular nomenclature, which, by a noun and one or two qualifying adjectives, describes the purpose it serves in the car and its location. For example, duplicate parts having positions on the left and right front wheels will be so designated as "left rear axle lock washer."

In like manner, different types of mechanisms such as gear sets and control rods have been classified and named according to the principle upon which they operate. This is especially necessary in view of the modifications which have taken place during the past few years in the systems of control employed. Many cars still in use today employ the progressive type of sliding gear transmission, whereas practically 98 per cent. of the different makes now produced have only the selective type of sliding gear.

The complete report of the Nomenclature Division of the Standardization Committee will be looked forward to with interest by manufacturer, dealer and owner alike, for it represents one of the common meeting grounds of all three on which the wants of the consumer can be met better and more efficiently by those who, instrumental in producing a high-grade mechanism, are naturally interested in its most effective usefulness.

### QUESTIONS OF GENERAL INTEREST

#### WEIGHT OF ALUMINUM ALLOY

C. A. M.: "What is the weight of aluminum as compared with that of iron and steel?"

Pure aluminum is not used in motor-car construction. Aluminum, however, is alloyed with zinc or copper, and this forms an exceedingly strong composition which is about one-third of the weight of steel.

(Continued on page 665)



## Stop Wasting Gasoline Money!

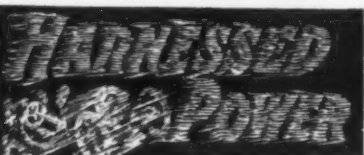
Every mile you run your car without the New Stromberg Carburetor means gasoline waste. Its economy records on all kinds of cars prove it absolutely the most economical for any car.

And in speed, acceleration, easy starting and power tests it has broken world's records. Send name, model and year of your car for information.

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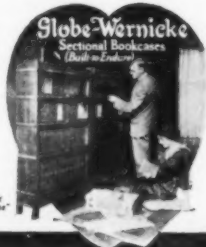
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Is your car hard to start? Does it slow down on hills? Do you have to change gears to "second" or does it fall to "pick up" on grades? Do lower rated h. p. cars pass yours on hills? Does the engine "knock"? Do you frequently have your valves ground? Do your cylinders load up with carbon in a hurry? Is your motor excessive on fuel and oil? Is it poor on compression? Does it waste power through incomplete combustion? Inefficient piston rings are the cause of all these troubles.

**K-P THREE PIECE PISTON RINGS** are guaranteed to remedy all the above troubles. K-P Rings positively harness every ounce of power. There are so many reasons why K-P Rings are superior to all others, that we suggest that you send for our free book "Economy and Power." All up-to-date jobbers and dealers sell K-P Rings.

**KEYS PISTON RING COMPANY**  
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**Globe-Wernicke**

If it's a Globe-Wernicke it grows as the book-collection grows. You simply add sections as needed. Write for Catalog 1152 and "The World's Best Books."

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**WOULD YOU**

show this standard high grade 42 key fully visible typewriter to your friends and let them see where it excels any \$100 typewriter, if by doing this and other small assistance, you could easily have one to keep as your own? Then by post card or letter simply say, "Mail Particulars."

WOODSTOCK TYPEWRITER CO., Dept. 0642, Chicago, Ill.

## MOTORIST'S COLUMN

(Continued from page 664)

### A DISAPPEARING TOP

I. K. R.: "I understand that a top has been placed on the market which is entirely concealed and yet which may be raised by the movement of a lever at the steering wheel."

The top to which you refer has been included in a special body for demonstrating purposes. An extension of the body at the rear or overhang is provided into which this top rolls on a special device. The power from the engine is used to unroll this top and to extend it, even when the car is in motion, whenever the driver so desires.

### THE NEW YORK SHOW

W. F. N.: "Have spaces been allotted to manufacturers for the New York Show? If so, how many have signified their intention of exhibiting?"

The drawings have been held, and nineteen makes of cars have been assigned space. So many manufacturers have applied for admission to the show that it has been necessary to use the four floors of the Grand Central Palace, and, contrary to usual custom, devote space on the fourth floor for the booths of ten different makes of cars. Seventeen motor car manufacturers will exhibit for the first time at this show.

### NUMBERING RACING DRIVERS

J. A. H.: "Will the speedway drivers next year retain the same numbers as those under which they raced during the past season?"

Not necessarily. The American Automobile Association, having charge of all motor car contests, has decided that number one will be assigned to the driver who wins the racing championship this year. This will be his number throughout next season's races. The same holds true of the successful contenders for the championship in the order of their score. Therefore, the same drivers will have the same numbers throughout all contests for the coming year.

### VALUE OF HIGH GRAVITY FUEL

A. D. J.: "At my garage I can buy 74 degree gravity gasoline for 25 cents per gallon, and 60 degree gravity gasoline for 26 cents. Is the higher gravity gasoline worth the difference in price?"

The United States Bureau of Mines has made tests on the subject which seem to indicate that there is less than two per cent. difference in the power developed by these two grades of fuel. Different carburetor adjustments will be needed for using the two grades, however, but under favorable conditions the difference in power is scarcely noticeable. The Bureau states that "if the user of gasoline takes sufficient care of his engine he can obtain almost as good results from a cheap gasoline as from an expensive high-test product."

### THE COST OF GOOD ROADS

A. M. P.: "Are any figures available showing the saving realized in a rural community through the construction of good roads?"

The National Automobile Chamber of Commerce has issued a statement showing some of the results obtained from road improvement in four counties in Virginia, and one each in New York, Alabama, Florida and Mississippi during a period of five years. It was found that, after deducting the cost of interest and principal for the road work, the net saving averages 11.6 cents per ton mile for the hauling. Furthermore, it was found that the selling price of tillable lands served by the roads increased from one to three times the total cost of the improvements.

### USING MOTOR AS BRAKE

I. T. Z.: "I have noticed that some drivers, when descending a steep hill, engage the transmission in second or low gear and then operate the clutch and brake frequently. Is not this harmful to the motor, clutch and parts of the running gear?"

On a long steep hill the use of low or second speed serves as a satisfactory brake, which saves the brake linings and prevents overheating. However, the clutch should not be used under these conditions. If the motor serves to hold the car down to a slower speed than required, a shift should be made to the higher gear, for the continual engaging and releasing of the clutch induces wear at its surfaces and imparts a severe shock to all portions of the driving mechanism. The foot brake and hand brake may be used to supplement the retarding force of the motor under these conditions.

**35 Years Experience**

perfecting the GEM. Made it simple—yet efficient. Sturdy—yet light. Convenient—yet compact. Hand-some—yet low priced. *everything* an ideal razor should be.

**GEM**  
GEM DAMASKEENE BLADES  
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Solve the gift problem for yourself and the shaving problem for "him," give him a GEM—"he" will be glad of it, every morning in the year.

**GEM CUTLERY CO., Inc., New York**  
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**\$100**

Life-Service for a Dollar-Bill

Outfit includes Shaving Frame and Stropping Blade with 7 DAMASKEENE Blades in sturdy handsome Case.

**Your Engine is in the Grip of the "Black Plague"**  
[Carbon]

THAT'S the principal reason your car starts so hard this cold weather. You can overcome 80% of your trouble by simply pouring into each cylinder an ounce of

## JOHNSON'S CARBON REMOVER

Five minutes' time and no labor required. It will increase the power of your car—improve acceleration—stop that knock and reduce your gasoline consumption from 12% to 25%.

### SPECIAL OFFER

If your dealer cannot supply you, send us \$1.00 and we will forward you by prepaid express enough Johnson's Guaranteed Carbon Remover to clean your motor three times. We recommend its use every 1,000 miles. Write for testimonial folder and further information.

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Elegant, Practical Xmas Gift—Model result of 25 years' experience. Combines currency fold, coin purse, card case, 12 pad, 1917 calendar, identification card and photo frame. Made of finest, soft, black Seal Grain Leather. Compact, thin, flexible. Will fit any pocket—for ladies or gentlemen. Size closed, 3 1/2 x 4 inches; open, 5 1/2 x 3 1/2. Special Price, direct to consumer, \$5.00. \$5.40 postpaid. Order today! \$1.00 each. Any name or monogram in 23 kt. gold FREE. Packed in handsome gift box, containing engraved Xmas card and tissue card.

Land "Giftmore." Same in finest Morocco Leather. Special Price, direct to consumer, \$1.00. Worth \$2.50 each. \$1.40 postpaid. Order either kind for yourself and friends. Send today! M. O. or postage stamps. Order shipped day received. Write for Landa Xmas Gifts catalog. A. Landa & Sons Co., Mfrs. Dept. K11, Chicago



Money Cheerfully Refunded

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For Ladies and Gentlemen

If you have **any** question about **motor trucks**, H. W. Slauson, M. E., editor of Leslie's motor department, will give you accurate information without charge. You are entitled to this service as a subscriber to **LESLIE'S**, 225 FIFTH AVENUE, NEW YORK CITY



## FIGHTING TRIM

**W**HETHER your battle is fought in the trenches, behind an office desk or in the home you need to keep fit.

It's comparatively easy for the soldier to keep up to scratch. The civilian—man or woman—has a harder task. Sedentary habits, insufficient exercise, too much food and too much hurry about eating it, combine to cause a more or less chronic condition of constipation.

Don't think you can dispose of constipation with a cathartic pill. Laxatives and cathartics cause more constipation than they cure and their persistent use is likely seriously to undermine your health.

**NUJOL** relieves constipation effectively and has none of the objections which are common to all drug remedies. It acts as an internal lubricant, preventing the bowel contents from becoming hard and facilitating the normal processes of evacuation.

**NUJOL** is bottled at the refinery and is sold only in pint bottles bearing the name Nujol and the imprint of the Standard Oil Company (New Jersey). Refuse substitutes—be sure you get the genuine.

Dept. 14

**STANDARD OIL COMPANY**

(New Jersey)

Bayonne

New Jersey

## THE TREND OF PUBLIC OPINION

(Continued from page 654)

articles as advocating a "limping peace which would give the world neither happiness nor tranquility." Declaring that those who advocate peace "hold to the illusion that Germany will profit from the lesson of her missed stroke," the *Temps* says: "If the adherents of this theory knew our enemy better they would see that one lesson the Central Powers would draw would be the necessity of preparing a more successful revenge in the future." The comment of Hall Caine is that an inconclusive peace, which is the only kind that can be secured now, "would be waste—wanton, irretrievable, inexcusable, blind and blinding waste such as we dare not for one moment contemplate." "Cosmos" defends himself against Mr. Caine's criticism by saying he makes no plea for immediate peace, but assuming the certain defeat of the Teutonic Powers, he believes the time has come for international action to end the war. The *London Nation* says that two British extreme ideas—one concerning the destruction of German unity or nationality and the other an economic warfare against Germany after the war is over—are being modified or are disappearing, owing in some degree to the feeling that Germany's aggressive force has largely been broken." Austria feels she could discuss peace now with dignity, but sees England in the way.

Lord Northcliff, owner of the *London Times* and *Daily Mail*, describes as "hostile" the suggestion that Britain should consider peace, while Lord Robert Cecil, Minister of War Trade, says that "in view of the Belgian deportations and the sinking of hospital ships any talk of peace at the present time must be futile." The *Berlin Vossische Zeitung* reports that at the recent Paris Conference the small powers—Belgium, Serbia, Montenegro and Italy—complained because they had no influence in the plans of the Entente and declared against prolongation of the war by the large powers. Recently returned from a study of conditions in Europe, James M. Beck of New York sees only hate to be won by a peace move now and predicts that this war is "only the beginning of a series of titanic conflicts." On the contrary, Jacob H. Schiff, addressing the League to Enforce Peace, argued it was the duty of the United States to move for peace at once, thus "gaining the friendship of all nations" and fulfilling our role of "trustee of the interests of humanity." The *London Morning Post* affirms that Germany is willing to quit now and to give the Entente everything they desire provided Germany be allowed a free hand in Central and South America, and therefore to stop the war now would be full of peril for the United States.

## WATCHING THE NATION'S BUSINESS

(Continued from page 654)

new roads resulted in the immediate conduct of commercial enterprises which before could not have been undertaken with profit. The best feature of all is the increase in school attendance that followed, the average attendance rising from 66 to 76 pupils out of every 100 enrolled.

### BRYAN, DEMOCRACY AND DRINK

**MR. BRYAN** announces his intention to prevent Democracy from being buried in a drunkard's grave. It must be admitted that his past political prominence as Democratic grave-digger entitles him to some claims in this respect. Five new dry States added to the list at the last election may serve to explain the Commoner's statement, although for a number of years his prohibition tendencies have been consistent. Can Mr. Bryan so determine events that he will be the logical standard bearer of a Democratic-Prohibition party in 1920? "My work during the next four years," he said, "will be to contribute whatever I can toward making the national Democracy dry. When an issue arises it must be met, and the prohibition issue is here. Our party cannot afford to take the immoral side of a moral issue." No doubt Mr. Bryan's plans will take account of the Government's revenues in this connection, of which practically one-third is derived from the tax and duty on liquors. The internal revenue from liquors amounts annually to about \$250,000,000, while the import duties on liquors yield some \$20,000,000 more. Apart from these trifling considerations, there is no question that the issue should be a revenue producer on the Chautauqua circuit during the entire four years throughout which the battle is to be relentlessly waged.

### WHAT IS KILLING US

**THE** world is naturally shocked at the immense losses before Verdun and along the Somme. Yet, last year the statistics gave the deaths from tuberculosis within the "registration area" of the United States as 98,194. The area mentioned comprises about 67 per cent. of the population of the country. Happily, the progress in conquering this malady has made remarkable strides in late years. Since 1904, the annual death-rate from tuberculosis has diminished

by nearly 25 per cent. Of all causes of death, the various forms of heart disease lead, with a mortality of 105,200 within the registration area in 1915. Pneumonia follows tuberculosis, while Bright's disease and cancer come next. The death-rate from cancer has arisen steadily from 63 per 100,000 in 1900 to 81.1 per 100,000 in 1915. A prevention campaign is now being vigorously prosecuted that should produce good results. One prominent physician has said that 96 out of every 100 cancer cases terminating fatally could have been cured if attended to at the first signs of trouble. In the sphere of accidents the "safety first" campaign has achieved most encouraging results. The deaths from railway accidents in the registration area were 6,652 in 1915, which is the lowest on record for the last decade, while similar decreases are shown for street-car fatalities and deaths due to mine and machinery accidents. Automobile accidents caused 3,978 deaths in 1915. Fatalities from this source have increased in rate from year to year, but the increase has not been so rapid as that in the number of machines in use. Despite the efforts frequently made to connect suicides with abnormalities in social conditions, the rate of deaths from that cause has shown scarcely any variation during the past ten years. The total number of suicides reported in 1915 was 11,216, or 16.7 per 100,000 population.

### CAN WOMEN STAND THE STRAIN?

**THE** ability of woman to bear up under great nervous pressure is one of the wonders of nature. Whether her positive interjection into political affairs will be marked by like resilience and powers of recuperation remains to be seen. The breakdown of two that were particularly active and aggressive in campaign work this year raises the question. Mrs. Inez Milholland Boissevain was noted for her almost perfect physique, yet she succumbed completely to the hardships encountered. Miss Helen Keller, whose indomitable will has overcome defects of sight and hearing so effectively as to command the admiration of the world, also came out of the contest with wrecked nerves, which have not yet regained their accustomed poise. If these two leading exponents of the new movement yielded under the strain, what will be the fate of their weaker sisters?

Send for booklet, "THE RATIONAL TREATMENT OF CONSTIPATION." Write your name and address plainly below.

Name.....Address.....City.....State.....

In answering advertisements please mention "Leslie's Weekly"





**For Children and "Grown-ups," the cold-stopping value of Deane's Mentholated Cough Drops**

is many times greater than the price—The menthol affords quick relief to sore, tender throats, heads off colds and prevents further complications. Give them to the children and take them yourself before colds become fully developed. They are pure, pleasant, always efficient. 5c at All Drug Stores.

**Deane Medicine Co., Milwaukee, Wis.**  
Ask Your Dealer for This Package



**\$1 DOWN FREE TRIAL**



**No Games Like These!**

In all this big, wide world, there are no more absorbingly interesting games than Billiards and Pool. Everybody plays, or wants to play—and everybody wants to play well. It's practice that perfects your game.

For only a few cents a day, you can soon own your

**BURROWES**

**Billiard and Pool Table**

It can be set on dining or library table or on its own legs or folding stand. No special room is needed. Put up or down in a minute. Stands range up to a 14 x 6 ft. (standard). Prices of Tables \$15 up. \$1 or more down. Balls, cues, etc., free.

The original Burrowes Home Billiard and Pool Tables are world-famous. They are splendidly built in every particular. Many experts use them for house practice. Burrowes Regis High-Speed Rubber Cues are the best made.

Burrowes Tables now on sale in many cities and towns.

**FREE TRIAL.**—Write us for catalog (ill-illustrated), containing free trial offer, prices, terms, order blanks, etc.

**THE L. T. BURROWES CO., 507 Center Street, Portland, Me.**

**HOTEL VENDIG**

Most Popular in Philadelphia

13th and Filbert  
Near Everywhere

250 Rooms and Baths, \$2.00 up. Running ice water in every room. Excellent service in grill and café.

**JAMES C. WALSH, Manager**

**"Worth \$25,000"**

THAT'S what a bank official says about the Harrington Emerson Course in Personal Efficiency. Others declare it worth a hundred times what it cost. Still others say it is worth two hundred times the cost. Some even say it has given them priceless help.

Why not find out what a course like this might be worth to YOU? It is for you, no matter what you may be doing now. Write today. Learn how Harrington Emerson trains men to get more power out of their brains—how he shows them the way to do more work with less effort—how he points out the short cuts to achievement—how his wonderful course has boosted salaries and helped men to brilliant success.

Learn how to apply what you know. That's the big secret of success. And Mr. Emerson makes it all clear. He takes you step by step through logical processes which show you how to use your mind with the utmost efficiency.

**Send for FREE Book**

Just sign and mail the coupon and we'll send you a free book, "Where is the Money Coming From?" Tells how salaries have been boosted, how men have won success in salesmanship, administration, finance, management, etc., how they have got bigger jobs, how they have learned the principles followed by great business men and financiers. Also tells you in detail about this course. This book is FREE. Send for it—do it today—right now!

—Review of Reviews Co., Dept. 2448, 30 Irving Place, New York—

Send the book, "Where is the Money Coming From."

Name.....

Address.....

## FRENCH CREDIT SOUND

(Continued from page 662)

for after the war, our reciprocal tariff relations, prices of manufacture, and rapidity of delivery of factory equipment to the damaged regions of France. There were no banker members of the commission, which held strictly to its industrial rôle, so the question of credits could not be gone into more than in a general way, which is after all about as much as the present situation permits. The feeling was that France was economically healthy and that her credit was eminently good. It is certain that she must be given credit to permit of her rapid recovery and it is unquestionable that it is imperatively to our own interest that her recovery be facilitated in every way in our power.

The commission was deeply touched at the manifestations of friendliness and sympathy which were everywhere in evidence, not only on the part of the government which had invited its visit, and of the local chambers of commerce which entertained the delegates, but equally from the people as a whole. The French are to-day our best friends in Europe. They are not critical of our Government. They appreciate profoundly all that has been done by our citizens in the way of hospitals and charities, and more than for these aids they feel a deep debt to us for the young American members of the Foreign Legion and of the Aviation Service who have fought and died for France. There is no industrial, commercial, or financial jealousy of us in France.

The chairman and members of the commission trust that their visit will be only the first of a series, for if our relations with France are to be made more important it will be necessary for Americans to study French needs and for Frenchmen to study our needs regularly until a permanent tradition of intimate trade relation is firmly established.

## THE OLD FAMILY BIBLE

An appreciation of Bible Sunday, December 10, 1916

O, the family Bible! so dear to us all!  
Can't you see it again as of old  
It lay on the sitting-room table or shelf,  
With its clasp and its letters of gold,  
Its dusky engravings in wood-cut or steel,  
Its brown leather cover well-worn,  
And the fly-leaf on which were so carefully penned  
The dates when the children were born?

The photograph album, in binding of plush  
And glitter of gilding ornate,  
Was kept in the parlor, a place never used  
Except on occasions of state,  
But the Bible and cradle together belonged  
In the glow of the hearth as a part  
Of the daily routine of the household, for they  
Were things that were nearest the heart.

When supper was over and dishes were washed,  
And the babies all ready for bed,  
The family Bible was opened each night  
And a chapter was reverently read;  
And labor was sweetened, and courage aroused,  
And hearts unto kindness were stirred,  
And home-ties were strengthened, and spirits re-freshed  
By the blessing that flowed from the Word.

In the depths of the wilderness, savage and dark,  
It went with the first pioneers,  
A friend in the forest to comfort and guide,  
And to quiet their doubts and their fears,  
When crimson libations at Liberty's shrine  
Our patriot forefathers poured,  
They conquered a mightier foe, for behold!  
They were armed with the Bible and sword.

O, the family Bible—it stands like a rock,  
The refuge of every race,  
And drear is the home though a palace it be,  
Where the Bible, alas! has no place.  
When sickness assails you, or sorrows oppress,  
At its pages divine take a look,—  
We are all of us better and happier, too,  
For a chapter or so of the Book.

Bible Sunday and Monday and Tuesday as well,  
Bible week, Bible month let it be,  
Till its wisdom is mingled in all that we do,  
And its glory in all that we see;  
And remember from India's tropical shore  
To Labrador's iciest crag,  
The man or the woman can never be wrong  
Who stands by the Bible and flag.

MINNA IRVING.

GREAT BEAR SPRING WATER  
(50c per case of 6 glass stoppered bottles—Adst.)

In answering advertisements please mention "Leslie's Weekly"

## Has your Rubber Footwear a Pedigree?

These are famous trade-marks in the rubber footwear industry. Each one of these marks stands for the product of a great factory—great in reputation as well as size. If your rubber footwear bears one of these brands, it is the descendant of a long line of quality products; it has a worthy "pedigree."



It would require an expert to determine, from appearance alone, the difference in *quality* between good and poor rubber footwear. The principal guide would be the better shaping—snappier style. And style in rubber footwear—off the foot—might baffle even keen eyes.

Only well-made, high-grade rubber footwear will *look* well, *fit* well and *wear* well. Only by securing a standardized, trade-marked, pedigreed quality product such as these brands represent can you distinguish the best from the rest and be sure of wear, fit, style and quality.

Seventy-four years of successful manufacturing and the experience of forty-seven great factories are back of every pair of rubber shoes, overshoes, arctics, boots, etc., produced by the United States Rubber Company, the largest rubber manufacturer in the world.

Rubbers that fit wear twice as long as rubbers that do not fit.

**United States Rubber Company**



SOMETHING that pipe-smokers have never found in tobacco, yet have always hoped for, is full-bodied richness that is delicately mild. Harmony Pipe Blend gives just that flavor—it might be called "rich-mildness"—without even a trace of harshness or discord.

## HARMONY

### A PIPE BLEND

To be had at clubs, hotels and most tobacconists. If your dealer cannot supply you, enclose 15 cents in stamps, and we will send you this full-sized one-eighth pound tin, postage prepaid. Liggett & Myers Tobacco Co., 212 Fifth Avenue, New York City.

**15¢** In the cream-colored nut-brown tin

### Your Own Business!

You can start it with very small investment

**World's Greatest Bowling Game**

Own a big-paying TEN-PINNET business—draw the crowds, get the money. Everybody plays—it's new, fascinating, healthful! Alleys 38 to 50 feet long; installed in any room in half-day. Entirely automatic—no pin boys or upkeep expense—just someone to take in money. Write quick for free illustrated catalog and agent's prices. Learn what profits moderate investment will make you in any town this Fall and Winter.

TEN-PINNET CO., 36 Draper St., INDIANAPOLIS, IND.

### SPEAK A FOREIGN LANGUAGE!

The War has created unlimited opportunities for those who know SPANISH, FRENCH, GERMAN or ITALIAN. Now is the time to better your position or increase your business. Learn quickly and easily, at home, during spare moments, by the

**LANGUAGE-PHONE METHOD**

You listen to the living voice of a native professor pronounce the foreign language, over and over, until you know it. Our records fit all talking machines. Write for booklet and particulars. Easy payments.

THE LANGUAGE-PHONE METHOD  
911 Putnam Bldg., 3 W. 45th St., N. Y.

IDEAL XMAS GIFT

## What 15c Will Bring You from the Nation's Capital

The little matter of 15c in stamps or coin will bring you the Pathfinder 13 weeks on trial. The Pathfinder is an illustrated weekly, published at the Nation's Center, for the Nation; a paper that prints all the news of the world and that tells the truth and only the truth; now in its 23d year. This paper fills the bill without emptying the purse; it costs but \$1 a year. If you want to keep posted on what is going on in the world, at the least expense of time or money, this is your means. If you want a paper in your home which is sincere, reliable, entertaining, wholesome, the Pathfinder is yours. If you would appreciate a paper which puts everything clearly, fairly, briefly—here it is. Send 15c to show that you might like such a paper, and we will send the Pathfinder on probation 13 weeks. The 15c does not repay us, but we are glad to invest in new friends. The Pathfinder, Box 74 Washington, D. C.

### THE CARE OF TEETH

THAT the physical well-being depends largely on the condition of the oral cavity and the teeth is no longer a theory. Recently attention has been directed to the possibility of serious, and even fatal, pathological lesions arising from unseen and unrecognized conditions developed under crown and bridge-work. Therefore, Dr. Frederic A. Peeso, D.D.S., points out in his book, "Crown and Bridge-Work," that it is of the utmost importance that crown and bridge-work be of the best possible construction to insure health and comfort. Dr. Peeso, who is a director of the Dental Graduate School of the University of Pennsylvania and a veteran of the dental profession, has studied these particular phases of dentistry for many years and the results of his labor along new lines, as well as in following the old and accepted methods of dental practice, are of inestimable value to students and practitioners. His work is an extensive treatment of pathological conditions and their relation to crown and bridge-work, crown and bridge-work in relation to the vitality of the pulps in supporting teeth, pulp canals, strength of the teeth as supports for crown and bridge-work, shapes and shades of teeth, the proper use of dental instruments, building up broken down roots, mechanical work required in crown and bridge-work and dental metallurgy. The book is supplemented by an able treatise on radiography in crown and bridge-work by Frederick K. Ream, M. D., D.D.S., and Richard H. Reithmuller, Ph.D., D.D.S. Over 700 engravings add to the work's lucidity. (Lea & Febiger, New York: \$5.)

### BOOKS WORTH WHILE

**THE STORY OF THE SUBMARINE.** By Farnham Bishop. (The Century Co., New York: \$1.00 net.) The timeliness of this volume adds greatly to its value in the child's mind. A typical boy's book, well written, that combines history and anecdote in a pleasing style.

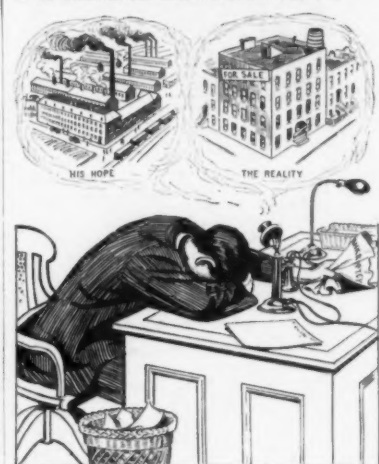
**WHAT IS THE MATTER WITH MEXICO?** By Caspar Whitney. (The Macmillan Company, New York: price 50c.) A criticism of the Mexican policy of the Wilson Administration based upon an intimate knowledge of Mexican character and ideals. A constructive program is offered based on a knowledge of what will work with the Mexican type of character.

### NEW YORK'S GOOD SHOWS

#### ATTRactions TO WHICH YOU MAY SAFELY TAKE YOUR WIFE OR SISTER

Aeolian Hall	Concerts	Leading artists in recitals
Astor	Her Soldier Boy	Featuring Clifton Crawford
Belasco	Seven Chances	Amusing comedy of marriage in haste
Booth	Getting Married	William Faversham in G. B. Shaw's comedy
Carnegie Hall	Concerts	Music of a high class
Casino	Follow Me	Musical comedy with Anna Held
Century	The Century Girl	Many stars
Cohan's	Come out of the Kitchen	A new comedy starring Ruth Chatterton
Cohan-Harris	Capt. Kidd, Jr.	In four one-act plays
Comedy	Washington Square	Laughable comedy
Cort	Upstairs and Down	John Drew in dramatization of Thackeray's novel
Criterion	Major Pendennis	With William Hodge
Elliott's	Fixing Sister	Comedy—melodrama of merit
Eltinge	Cheating Cheaters	In repertoire
Empire	Sarah Bernhardt	Pleasing comedy of war and love
Fulton	Arms and the Girl	Laughable comedy of rural life
Gaiety	Turn to the Right	Starring Laurette Taylor
Globe	The Harp of Life	With Margaret Illington
Harris	Our Little Wife	With Pavlova as an added attraction
Hippodrome	The Big Show	Well-played but strappy comedy
Hudson	Pollyanna	David Warfield in an old favorite
Knickerbocker	The Music Master	Unusual old-time pantomime
Little Theater	Pierrot the Prodigal	William Collier in entertaining farce-comedy
Longacre	Nothing but the Truth	Morocco's new comedy
Lyceum	Midnight	A big spectacle
Manhattan	Ben Hur	Metropolitan Opera Company
Metropolitan	Grand Opera	Highly enjoyable musical comedy
New Amsterdam	Miss Springtime	Tense and effective play
Playhouse	The Man Who Came Back	A good cast presenting Stevenson's famous story
Punch and Judy	Treasure Island	A clear and funny farce
Republic	Good Gracious	Thoroughly enjoyable
Shubert	Annabelle	Emma Dunn in a successful comedy
30th Street	So Long Letty	Leah Aharbanel in graceful musical comedy
41th Street	Old Lady 31	A mystery melodrama
41th Street	Flora Bella	
48th Street	The 13th Chair	

## HE DIDN'T KNOW HOW TO HANDLE MEN AND—



## He LOST His Little Fortune

—his life's earnings. It wasn't much, but he lost it in a legitimate venture which should have paid big profits—with better management. A few basic business ideas, known to all big men of industry, if worked out in this man's life, would have made the difference between success and failure.

Why did he fail? He knew his business—he managed carefully—kept down his costs and got a good margin on his sales; all in all, he seemed due to "hold his own" with moderate success.

### How to Deal with Human Nature in Business

is a new book by Sherwin Cody, famous business teacher of Chicago, who has already sent thousands of Americans along the road to business success.

The biggest men, the greatest firms in modern American business—Standard Oil, The Ingersoll Watch, Uneda Biscuit, Sapollo, John Wanamaker, Henry Ford, Douglas Shoes, Marshall Field, The National Cash Register, Gillette Safety Razor, and any number of others—have all built their successes on a keen study of human nature and a broad application of the kind of business principles which this book sets forth for your guidance and help. If you would know and follow the personal plans which have sent other big men upward in the fight for success, the hundred and one things which have brought thousands of dollars into the funds of those concerns which have tried them, get this new book.

### For Everybody in Any Business

If you are an old man or a young man in business—no matter if your line is real estate, drugs, insurance, contracting, manufacturing, advertising, wholesaling or retailing—if you want the spur, the start that builds big bank accounts—if you have your money invested or if you haven't a thing but just ambition—you cannot hope for success without a knowledge of the things this book teaches. It is a practical resume of the plans which all big men are building upon. There are two ways of getting this knowledge: by long, long years of sad and costly experience; or by getting, reading, analyzing and acquiring as your own the facts, the plans, principles, and practices clearly and simply explained for every man in this great modern world.

### Why Don't You Look Into it? Money Back—Absolutely!

Our long experience has told us that HERE is a book of REAL business guidance and experience-tested plans and methods. For \$2.12 with this coupon we will place this brand-new volume in your hands for inspection, all charges paid. If you do not think it is going to help you, return it within five days and we will refund what you have paid. Sign and send the coupon. Stamps, check or money order will do.

### Money Back If Not Satisfied!

BRUNSWICK SUBSCRIPTION CO., 1116 Brunswick Bldg., New York City

Gentlemen:—Send me postpaid "HOW TO DEAL WITH HUMAN NATURE IN BUSINESS." I enclose \$2.12. If the book is not satisfactory, I may return it within five days after receipt, you refund money paid and I owe you nothing.

NAME.....  
ADDRESS.....  
DATE.....STATE.....



## EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



BRITISH WOMEN SWELL THE WORKERS' RANKS

To relieve able-bodied men and to operate the new munitions factories that are springing up, British women have taken their places at the lathes. The Ministry of Munitions has just issued a call for "possibly hundreds of thousands" more. Technical schools train the women so that they go to the factories skilled workers. In the other warring nations women are learning to bear men's burdens and are being equipped for active participation in the industrial struggle after the war. This general training of women will increase materially Europe's industrial army when peace is declared.

EUROPEAN countries are increasing the centralization of their economic resources as well as their finances. While each warring power is working along the lines best adapted for its own protection, none has gone as far as Great Britain. Within the past two months she has subsidized a commercial banking organization in Italy; arranged to buy the entire Australian zinc output during the war and for ten years after; developed banking and transportation problems between England and Russia, to anticipate Germany's natural tendency to regain its lost Russian trade; has foreign trade emissaries in every neutral country studying business situations, and has perfected a new idea in banking by which British trading banks to be situated in the large manufacturing and exporting centers will support and finance, at a low figure, foreign trade for British subjects.

In the countries referred to above as well as in Japan, which today must be considered one of our commercial rivals, there is entire co-operation between the governments and the civic and commercial bodies of the land, the essential thing which we lack in the United States and without which it will be impossible for us to maintain our present dominant position in the world markets.

It should be the first duty of the new Congress to give precedence to these vital problems of foreign trade, and to pass laws approved by our commercial bodies to entrench the American manufacturer in the overseas territories which he now occupies.

Latin-American countries have been harder hit by British trade restrictions than the United States, and are not as able to retaliate for the injury done them in commercial lines. Brazil seems to have suffered most and is about to act for the protection of the rights of neutrals. Brazil proposes that neutral nations co-operate for the declaration of neutrals' rights and for their enforcement, such as the liberty of trade between neutral nations; freedom from extra-territorial action, such as blacklisting; and the right of immunity of enemy goods under a neutral flag.

The United States is engaged in financing the world on a basis never before contemplated. Our money is rehabilitating the Latin-American Republics; we have advanced enormous sums to the Allies; Switzerland has recently borrowed a large amount from us. Chicago has developed into a market for international loans by advancing China \$5,000,000, and Canada has just confirmed a loan of \$25,000,000 made by a New York bank.

A favorable feature tending to counteract the talk of future war between the United States and Japan is the fact that within the

past six months Japanese of all classes have purchased over \$50,000,000 in bonds of our railways and industrial companies.

## TRADE ITEMS

Barbados is the most densely populated island on earth.

Canada is sending trade commissioners to every Latin-American country.

Of the population of the large cities of Brazil 35 per cent. are foreigners, Italians predominating.

There are no needles for the fur or knitting trades in this country. England refuses to allow us to receive them from Germany, despite the offer to ship them on British ships at the rate of \$7.50 per pound freight.

According to the Federal Reserve Board the warring countries of Europe have paid to American manufacturers more than \$7,000,000,000 since the war began, which accounts for the present national prosperity.

The United States bought more than \$1,000,000,000 worth of goods from tropical countries during the fiscal year ending June, 1916. Of this sum \$300,000,000 was spent for sugar; \$160,000,000 for rubber; \$125,000,000 for silk; \$115,000,000 for coffee; \$60,000,000 for fibres; \$40,000,000 for fruits and \$35,000,000 for chocolate, the rest being for tea, gums, rice, cork, spices, woods, feathers, vanilla beans, dyestuffs, medicines, tanning materials, ivory, and sponges.

## ANSWERS TO INQUIRIES

Mr. Aughinbaugh will answer all inquiries about foreign trade subjects promptly by mail. Such answers as are of general interest are printed under this heading. All subscribers to LESLIE'S are invited to make use of this service, which is entirely free.

M. A. R.: A woman society and theatrical writer would find great difficulty in securing a position in her profession in Latin America.

P. O. L.: I doubt if you could make a living as a steeplejack in Latin America. There are few tall buildings or smokestacks in that part of the world.

I. R. M. Co.: A sanitary wash for public places, railway stations and cars should sell well in Latin America. It could only be introduced through local agents.

A. M. M.: Butterflies and insects abound in Brazil, Venezuela, Peru, Colombia and Central America. I know of no house making a specialty of this line in any Latin-American country.

L. T. Y.: The following papers published in this country make a specialty of Latin-American Trade, El Norte Americano; El Comercio; The American Exporter and Importer; Revista Dun, all of New York City; La Hacienda de Buffalo, N. Y., and El Mercurio of New Orleans.

R. J. D.: Window trimmers are unknown in Latin America. In the tropical countries there are few windows glassed in for display purposes, owing to the heat which requires much ventilation. The Parc Royal, Rio de Janeiro; Harrods, Ltd., and Gath & Chaves, Buenos Aires, and Gath & Chaves, Ltd., Santiago, Chile, are the only stores which might require window dressers.

H. A. M.: You might secure a position as assistant engineer on any of the ships of the American lines plying to Latin-American ports: The United Fruit Company; Red "D" Steamship Company; Porto Rican Steamship Company; Panama Steamship Line; Clyde Steamship Line; Ward Line. Address your application with license number to the offices of these companies, all in New York.



Are You a Friend of His?  
Give Him a Gillette

**W**HAT could you give him that he will use so often — and like so much? The happiest hit of all the gifts at Christmas. See the Gillette displays and buy now.

The Bulldog, the Aristocrat, the Standard Set or Pocket Edition \$5; with gold-plated razor, \$6. Or more elaborate—a Combination or Traveler's Set, \$6 to \$50.

A clever "little gift" is a packet of Gillette Blades—50c. or \$1.

Dealers everywhere. Write us for Catalogue.

GILLETTE SAFETY RAZOR CO.  
BOSTON, MASSACHUSETTS

NO STROPPING

NO HONING

**When You Forget Your Umbrella Buy a Box of LUDEN'S**

Prevent "wet weather" effects. Relieve coughs, colds, throat trouble.

In "Yellow Box"—5c

WM. H. LUDEN, Reading, Pa.

**LUDEN'S**  
MENTHOL CANDY COUGH DROPS

## Join the Modern Health Crusade

## The Pledge "I Will"

—keep my mind and body clean.  
—keep my body strong with good, plain food, fresh air and outdoor exercise.  
—let air and sunlight come freely into the house where I live and the buildings in which I work.

—buy some RED CROSS CHRISTMAS SEALS to help prevent and cure Tuberculosis.

Will you not join in this pledge?

This is the plea from thousands of boys and girls who have joined the Modern Health Crusade.



**\$1000 "PREPAREDNESS" INSURANCE \$1 PER YEAR**

Protects men or women one full year against automobiles, R. R. wrecks, street cars, motorcycles, bicycles, elevators, tornados, fires, knockdown, runover and other accidents. FREE with policy, fine combination pocketbook or ladies' card case. Name or Lodge emblem engraved, 25-K gold. No medical examination. A splendid sensible Xmas Gift that benefits the entire family.

Send name, address, age, weight, occupation and \$1 only.

Money refunded if not satisfactory

**AMERICAN INDEMNITY CO.**  
Suite 1245  
Insurance Exchange CHICAGO  
Incorporated 1910

In answering advertisements please mention "Leslie's Weekly"



**A Trip to the Sun is impossible—but a Trip to the Florida East Coast is Simplicity itself!**


YES—it is easy enough to reach that **LAND OF GOLDEN SUNSHINE** but you'll find it very hard to tear yourself away—Your troubles all vanish, your spirits rise, your strength returns—and every day you spend there is one of pure enjoyment—and with good reason: for the climate is ideal, with genial June-time sunshine and sweet scented breezes.

GOLF AND TENNIS are at their best. The surf is dotted with happy bathers. Fishing, motoring—every form of sport is there for your special delectation. Write for the Beautiful Sunshine Booklet—free.

Full information of the wonderful East Coast resorts and palatial hotels—

**FLORIDA EAST COAST**  
Flagler System

New York Office Chicago Office  
243 Fifth Ave. 155 W. Madison St.  
General Offices: St. Augustine, Fla.



**FOR HIS STOCKING**

**Boston Garter**

*Wash Sub*

will ornament thousands of Christmas trees. Get one of these attractive gift-packages for each of your men-folks. It makes a sensible remembrance that any man will appreciate because the "Boston" gives the greatest satisfaction in comfort and service. The box covers show four beautifully colored designs—the garter colors are black, white, tan, baby blue, marine blue, lavender and gray.

At stores everywhere or by mail postpaid.

Silk, 50 cents Lisle, 25 cents

GEORGE FROST CO., MAKERS, BOSTON



**Delivered to you FREE**

A sample 1917 model "Ranger" bicycle, on approval and 30 DAYS' TRIAL.

Write at once for large illustrated catalog showing complete line of bicycles, tires and supplies, and particulars of most marvelous offer ever made on a bicycle. You will be astonished at our low prices and remarkable terms.

**RIDER AGENTS WANTED**—Boys make money taking orders for bicycles, tires and sundries from our big catalog. Do business direct with the leading bicycle house in America. Do not buy until you know what we can do for you. WRITE TO US.

**MEAD CYCLE CO., Dept. F-174, CHICAGO**

**NEW HOTEL BINGHAM**  
PHILADELPHIA

In the center of everything. Large, well lighted and comfortable rooms. Hot and cold running water in every room. Only hotel having direct Subway connection with all railroad stations and ferries. Roof garden. Club breakfast. Special luncheons. Rooms without bath, \$1.50; with bath \$2.00 per day and up.

**FRANK KIMBLE, Manager**

## MEN WHO ARE MAKING AMERICA

(Continued from page 651)

was I a mechanic. The best thing I could do, I concluded, was to form a large selling company, as I had done in bicycles, take the entire output of one or two companies, sell it at wholesale and then graduate into the manufacturing end.

"So, in 1906, I formed the American Motor Car Sales Company, with headquarters in Elmira, and undertook the sale of the whole output of the American and Overland companies, both in Indianapolis. I had to put up a big deposit, but I had lived economically and had saved some money. The Overland, at that time, had been in business for six years. Its biggest year was 1906—its total output was 47 cars.

"Before the panic started in October, 1907, our Sales Company had contracted to supply to dealers 500 Overland cars. I was doing well. I was anxious to branch out.

"Off I went to Indianapolis and signed a contract to distribute the Marion car. I was feeling quite happy on my way back to New York that evening when, phew! I picked up an evening paper and read that the Knickerbocker Trust Company had closed its doors and that pandemonium had broken out in New York.

"I decided to sit tight until the storm blew over. But the Overland quickly began to act suspiciously, and by the beginning of December things became so ominous that I decided to go to Indianapolis and investigate. You know what I discovered."

The Overland's troubles proved for Mr. Willys a blessing—a much disguised blessing at the time. The company's misfortune proved the birth of his fortune.

Up till then Mr. Willys had had a varied career. He was born, in 1873, in a place more noted for its natural beauty than as a gateway to millionairedom, Canandaigua, N. Y. From his earliest boyhood he was fond of doing little business deals with his companions; he always had something in his pockets for sale. The first real initiative he showed was when, noticing how the reins were always falling down among horses' feet, he procured a dozen little clamps for holding the reins. With the proceeds of the first dozen he bought two dozen and quickly disposed of them all. When he grew a little older, say, 11 or 12, he made a contract with his father to work in the latter's brick and tile factory for 25 cents each Saturday with extra pay for working a couple of hours after school daily. But even these long hours did not stop his trading propensities.

He made a success of everything he tackled, with one exception. He became a book agent to utilize his hours after school, his specialty being a "Life of Garfield." But the returns did not satisfy his ideas of his earning power and he gave it up.

All these experiences he passed through before he had reached the age when the average boy leaves the nursery.

One of his chums was a lad who worked in a laundry, and little Johnnie Willys became interested in this method of money-making. Before he was 16 he had talked his parents into allowing him to buy, along with his young friend, a laundry at Seneca Falls, about 30 miles away. His parents hoped that a taste of roughing it in a laundry and in a boarding house away from home would quickly cure him of his mania for business and drive him back home to his school-books. They fully expected him home in a week.

The budding knights of the wash-tub and the ironing-board soon discovered they had been "stuck." However, they buckled down to business with grim determination—the senior partner was only 18.

Their knowledge of finance was so limited that when they received a check one day for six dollars they hadn't the slightest idea of how to go about turning it into cash! Willys finally summoned up courage to take it to a bank. He was not known there, and they did not care to cash it for him. Even then, however, Willys had a persuasive tongue and

an ingratiating personality, and when he walked out of the bank he had the six dollars in his pocket.

At the end of a year, having succeeded in putting the laundry on a paying basis, they sold out with a net profit of \$100 each. By this time Willys regretted he had not had more education. He returned home with the intention of working his way through college and becoming a lawyer. He was getting along quite well with his studies and working in a law office (one of the partners of which, Royal R. Scott, is now secretary of the Willys-Overland Company). Then his father died and young Willys had to give up his college dreams.

Bicycles were beginning to make their appearance, and he thought he saw in them a profitable outlet for his ingenuity as a salesman. With the hundred dollars he had cleaned up on the laundry, he bought a sample bicycle, the New Mail, and was duly authorized as a local agent for the manufacturers. He induced several friends to invest in the new "safeties," and by the time he was 18 he had organized a Sales Company, opened a store, established a repair shop in the rear and prospered so much that by and by he opened a larger establishment in Canandaigua's main street. He advertised freely—the fancy paper-weight alongside the guests' register at the local hotel still bears a Willys "ad" which cost him three dollars—not a big sum, to be sure, when compared with the \$2,500,000 Willys now spends in advertising his Overland and Willys-Knight cars.

"I surely was going on the high gear," Mr. Willys recently remarked in discussing his youthful experiences. "I could sell any number of bicycles; but I made the mistake of taking everybody to be honest, just as I was. I found it was one thing to sell bicycles and another thing to collect the money. It needed only the upheaval caused by the free silver rumpus of 1896 to bowl me over. That was one of the best things that ever happened to me. It taught me a lesson. It put business sense into my head."

Taking a job as a traveling salesman with the Boston Woven Hose & Rubber Company, he worked hard and saved money in preparation for reentering business on his own account. Among his customers was the Elmira Arms Company, a sporting goods store which had bankrupted four proprietors in succession. When the Klondyke gold fever broke out the owner of the store itched to get away, and was glad to sell out his \$2,800 worth of stock to Willys for \$500 cash. Willys installed a manager and injected some ginger into the running of the store, but retained his own job until one day, while visiting Canandaigua, he met Mr. Scott, who asked him what sort of a concern this was he traveled for. Willys opened a line of talk in eulogy of his company but was cut short by having an afternoon paper flaunted in his face with an announcement of its failure.

Astounded but not daunted, Willys decided to take personal charge of his Elmira venture. He at once made a specialty of bicycles and began to make some headway. The total sales in eight months reached \$2,800 of which \$1,000 was profit. Gradually he worked into the wholesale distribution of bicycles and eventually took the whole output of a factory, established agencies over a wide territory and did a business of \$500,000 a year—not a mean record for a young man of 27.

Then came the automobile—and financial history.

Today John North Willys employs in his factories and his sales agencies 75,000 men, a number exceeded by only one other motor company in the world. He had the distinction of being the only person to own individually a large automobile enterprise.

In the first half of 1916 the Willys-Overland Company turned out and sold over 94,000 automobiles, while the 1917

(Continued on page 671)

## CLASSIFIED ADVERTISING SERVICE

**Leslie's**  
ILLUSTRATED WEEKLY

Over 420,000 Copies Each Issue

### PATENT ATTORNEYS

**PATENTS SECURED OR FEE RETURNED.** Actual search and report free. Send sketch or model. 1916 Edition, 90-page patent book free. My sales service gets full value for my clients. George P. Kimmel, 217 Barrister Bldg., Washington, D. C.

**HIGH-VALUE PATENTS—THE ONLY KIND** Wanted and BOUGHT by Manufacturers. Send postage for new book of Extraordinary Interest to Inventors. R. S. & A. B. Lacy, 56 Barrister Bldg., Washington, D. C.

**WANTED IDEAS—WRITE FOR LIST OF** inventions wanted by manufacturers and prizes offered for inventions and list of Patent Buyers. Our four books sent free upon request. Victor J. Evans & Co., Patent Attys., 813 Ninth, Washington, D. C.

**IDEAS WANTED—MANUFACTURERS ARE** writing for patents procured through me. Three books with list hundreds of inventions wanted sent free. I help you market your invention. Advice free. H. B. Owen, 14 Owen Bldg., Washington, D. C.

**WANTED AN IDEA!** "THINK OF SOME" simple thing to patent. Protect your ideas, they may bring you wealth. Write for "Needed Inventions." Randolph & Co., Dept. 789, Washington, D. C.

### HELP WANTED

**LADY OR GENTLEMAN TO TRAVEL FOR** old-established firm. No canvassing. Staple line, \$18 weekly, pursuant to contract. Expenses advanced. G. A. Nichols, Philadelphia, Pa., Pepper Bldg.

**GOVERNMENT POSITIONS PAY BIG MONEY.** Get prepared for "exams" by former U. S. Civil Service Secretary-Examiner. Write to-day for free booklet 99. Arthur R. Patterson, Rochester, N. Y.

**THOUSANDS MEN AND WOMEN WANTED.** Government Jobs \$75.00 month. Steady work. Write immediately for free list positions now obtainable. Franklin Institute, Dept. R132, Rochester, N. Y.

### AGENTS WANTED

**AGENTS: 500% PROFIT, GOLD AND SILVER** sign letters for store and office windows. Anyone can put on. Write today for free sample. Metallic Letter Co., 446 N. Clark St., Chicago.

**WANTED—RESPONSIBLE, ENERGETIC** agents now working retail trade to use spare time selling small, inexpensive office appliance, universally needed in every store and office; every man needs one; no capital required; quick seller; big profits. Address R. S. A. Co., Box 576, Richmond, Va.

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## MEN WHO ARE MAKING AMERICA

(Continued from page 670)

production is scheduled at 1,000 cars every working day!

From ownership of the Overland, Mr. Willys branched out and secured control of other important concerns. In 1909 he took over the Pope-Toledo Company and later transferred the Overland plant to Toledo, where he employs over 18,000 men in his automobile factory and 2,000 in the Electric Autolite Company—which had exactly 42 employees two years ago when he purchased it. He is also president of the Morrow Manufacturing Company of Elmira while he controls an important rubber company and is the power behind the throne of other enterprises.

Between 800 and 1,000 railroad cars are filled daily at plants Mr. Willys controls.

The market value of the Willys-Overland securities is about \$80,000,000, and dividends are at the rate of \$5,500,000 a year.

Yet nine years ago he had to sweat blood to raise \$350 to meet the Overland payroll!

But he is the same democratic, unaffected, boyishly exuberant and enthusiastic John N. Willys as he was when he struggled with the cashing of that six-dollar laundry check. Wealth has not turned his head. In earning it he worked from seven in the morning to midnight daily for several years—until the doctors told him he must either drop everything and go pleasure-seeking in Europe or be prepared to become an inmate of a sanitarium. He was automobiling in France along with Mrs. Willys and their daughter when the war broke out and his limousine was promptly commandeered. But he made up for it by booking orders for a few thousand motor trucks from the Allies before he left Europe!

He still works like a Trojan while at work, but, having organized and systematized his various enterprises, he can steal off for short yachting trips—he is now building a magnificent 245-foot steam yacht, the *Isabel*, named after Mrs. Willys—for occasional rounds of golf and on picture-hunting expeditions. His collection of paintings is among the most notable in the West. He enjoys life—both its work hours and its play hours. I know no man of great wealth who takes his position less seriously nor less pompously. His democratic ways and manners are not assumed. There is nothing artificial about him.

They don't have strikes at the Willys plant.

## PERILS OF THE MODERN SHOE

(Continued from page 656)

the anatomical construction of the foot. The properly made stocking should, also, be straight on the inner margin, just as the shoe should be. The value of a properly fitted shoe can be greatly diminished by wearing an ill-shaped stocking or sock. Of course, properly made stockings are not easy to obtain and will not be until the public, aroused to the harm latent in a poorly made stocking, creates a demand for the more sensible and comfortable type, made in rights and lefts, just as shoes are. Here is an open field for the progressive American manufacturer.

In modern days rubber heels have become a necessary adjunct to every shoe, particularly to the city dweller, for the reason that all sidewalks and many of the floors on which we walk now are made of inelastic and unyielding material. Since the average person walks in such a manner that the heel strikes first and the toes last, the jar of walking would be considerably lessened by the application of a rubber heel. No, where is the importance of proper care for the feet more clearly recognized than in the army, and in the next and concluding article I shall deal with military experience in the matter of shoes.

(To be concluded next week.)



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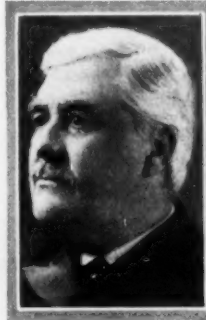
# JASPER'S HINTS TO MONEY-MAKERS



**E. M. WING**  
President of the Batavia National Bank in the thriving city of La Crosse, Wis., who was re-elected treasurer of the American Bankers' Association at its session in Kansas City.



**MISS FLORENCE WHITE**  
Cashier of the Western Union at Waterloo, Iowa, who was selected by the Des Moines Register, as, among others, one of the State's most popular girls.



**CHARLES F. CASE**  
Commercial agent in New York of the Erie Railroad, who has served the road 38 years and is probably its oldest employee in continuous service. He is 76 years young.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of LESLIE-JUDGE Company, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Ave., New York. Anonymous communications will not be answered.

It makes no difference what the leaders of the market may try to do with it if once the public gets in with full force. The leaders may sell out in the belief that they can buy back at lower prices, but in every big boom that I have seen during the past 30 years, the leaders got left because the public took all that the leaders sold.

They may not have reached this condition at present, but there are evidences that control of the market is getting in the hands of the public. When the leaders find this out, they will hasten to get in again and sell on every turn when they can make a profit. The best advice is to follow their example and not to wait for the last cent.

The renewed talk of a railway strike in January comes most inopportunist. At a time when the railroads are making such good earnings that their credit is being restored and they are ordering millions of dollars' worth of new equipments, a cloud appears upon the horizon with prospects of a strike on New Year's Day.

It sounded good to read that the New York Central would spend \$15,000,000 for new cars and locomotives and that car builders had booked \$45,000,000 worth of business in October and were getting ready to book many millions more. I have often said that if the railroads were given fair play, they would spend more than we have been receiving from war orders and if my readers who pray for prosperity will only labor to secure fair treatment for the railroads, their prayers will be answered.

Many do not hesitate to say that they wish the railroad question might have been settled (by a strike, if necessary) last summer, instead of having the makeshift Adamson Law passed which settled nothing. A general railway strike last summer would have inflicted far less suffering on the public than a strike in midwinter.

It is not pleasant to contemplate the growing antagonism between the railroad brotherhoods and the great railway corporations. The public, the greatest sufferer, should have something to say and its welfare should be the first consideration. But the public is patient and long suffering. Some day the worm will turn.

The prosperity of this country will be seriously interrupted and the health and

comfort of the people seriously jeopardized by a railroad strike at any time of the year, and especially in winter.

It is well to remember that war orders will not last forever. The workers in our steel and iron factories are admonished by a cablegram from London that Great Britain by next March will be independent of American steel. This may not be entirely true, for there is every reason to believe that the war will last much longer than most people imagine. As long as it lasts, this country must be depended upon to furnish vast amounts of supplies, not only of food but also of copper and other materials so prodigally consumed by the contending nations.

The wavering uncertainty which marks the movements of securities in certain lines is perfectly natural under existing conditions, and until the future is more clearly discernible, the prudent investor will watch his investments with greatest care.

H., Bridgeport, Conn.: American Linseed is a long pull promising speculation.

V., Canajoharie, N. Y.: Par value of Atlanta and of Jumbo Extension is \$1. Atlanta sells at 7 cents and Jumbo at 22 cents. I consider both as more gambles. Leave such things alone, as all successful investors do.

K., Cleveland, Ohio: Federal Oil, par \$5, is selling at only \$3.87 1/2. I do not advise purchase of cheap, non-dividend paying and purely speculative oil or mining stocks. It is always safest to invest in dividend payers.

M., Erie, Pa.: North Butte is in no sense an investment, but, like all the cheap mining stocks, only a gamble. Utah Consolidated Mining Co. is a dividend payer and a fair mining proposition. It is selling at nearly 5 times par.

D., Shenandoah, Pa.: International Nickel Co. owns large deposits of nickel and has extensive refining works. It has profited by the high price of its product. The stock yields nearly 13 per cent. on market price. While the metal is in urgent demand the company's prosperity should continue.

W., Saginaw, Mich.: The recent drive at automobile stocks was due to reports that increased cost of materials would seriously affect earnings and that the saturation point had been reached in the trade. The leading companies, however, have their hands full of profitable business. I would not sacrifice Studebaker or Willys-Overland.

C., Newark, N. J.: 1. United Drug is prospering and pays dividends on both first and second preferred. The first preferred is a good business man's investment. 2. Greene Cananea is one of the well-regarded mining propositions. Its properties were closed for 12 months during 1914 and 1915, owing to conditions in Mexico. The stock seems to have reached its proper high mark.

W., Warsaw, Ind.: If you can afford it and can wait for your reward for a few years, I would advise you to deposit your C. R. I. & P. stock and pay the \$40 assessment. Owing to the road's increasing earnings, the outlook for the 7 per cent. preferred stock is promising. It looks at present as if the road would be able to maintain dividends. Holders who fail to deposit their shares under the reorganization plan will forfeit their stock. The Amster Committee has undoubtedly been square and honest in its fight to protect the stockholders.

K., Charleston, S. C.: To find stocks paying 6 to 7 per cent. that are safe and yet have a speculative possibility is difficult. American Tel. & Tel., a good business man's investment, is paying over 6 per cent. Southern Pac., bought at par, would yield 6 per cent., and if the railroads get fair treatment it should appreciate. American Woolen

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**Leslie's**  
Illustrated Weekly  
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preferred is a seasoned dividend payer under par. Brown Shoe preferred yields nearly 7 per cent. and Phila. Co. nearly 8 per cent. If the steel and equipment business should continue good, Pressed Steel Car, yielding over 7 per cent., and Railway Steel Spring, over 8 per cent., have speculative possibilities, but they are not gilt edged. Corn Products preferred and Int. Paper preferred are attractive and pay well and will probably pay off their dividends in arrears, which will be substantial payments.

P. Topeka, Kansas: Independent Harvester Co. was incorporated September, 1905. The shares are not "a reasonably safe investment," but only a speculation. Buy something which pays a dividend.

M. Harwood, Mo.: The stock of the Powdered Coal & Engineering Equipment Co. is highly speculative, and the advertisement you enclose paints the prospects in too glowing colors. Buy stocks of companies already well established and good earners.

M. Blue Earth, Minn.; B. Green Bay, Wis.: The Abbott Automobile Co. was in business for some years, but has been reorganized. The new corporation is practically untitled and its stock is speculative. It would be safer to invest in motor stocks which have proved their ability to earn dividends.

M. Baltimore, Md.: Anaconda, Kennecott and Utah Copper are all highly regarded mining propositions, and while the price of copper remains inflated present dividends seem likely to be paid. The speculative possibilities of the stocks have been largely discounted, though in case of a further rise in metal prices or the effecting of the rumored big merger, they may still advance.

K. Calais, Me.: A boy of 18 who has earned his money by hard work ought not to speculate. He cannot afford the risk. The stocks on your list, except International Paper preferred, are speculative. International is 33% in arrears on the preferred, and as it is a 6% stock and must pay these arrears before it can pay on the common, investors regard the preferred, at a little above par, as a good purchase.

S. New York: International Paper common is earning dividends and still sells high. It is always better for a woman to buy dividend-paying stocks rather than merely speculative ones. Such issues as Union Pac., N. Y. C., So. Pac., American Sugar, common or preferred, Atchafalaya, common or preferred, Penna., National Lead, all seasoned dividend payers, are safer investments than non-dividend payers.

C. Denver, Colo.: The highest price of Ohio Oil in 1916 has been \$392. Standard Oil of Ohio's high for this year was \$635. Perhaps you have confused the two companies, both of which are in the S. O. group. Ohio Oil has paid this year 92% on par (\$25) or about 6% on market quotation. It is a good purchase. It has a surplus of nearly 5 times its capital and there is a possibility of extra dividends.

K. San Diego, Calif.: 1. The dispute between the railroads and the brotherhoods over the Adamson Law has tended to check speculation in railroad stocks, but it seems probable now that a compromise of some sort will be effected, so that whether the law is declared inoperative or not, no general strike will be declared. 2. Railway Steel Springs is a dividend payer and a good speculative purchase. None of the very low-priced stocks yields a return and not one of them can be called a good investment.

G. Syracuse, N. Y.: Mogollon Gold & Copper Co. is dead. Its entire holdings were sold on foreclosure to the Socorro Mining & Milling Co., in August, 1915. The Mogollon had been a producer and had paid a small amount of dividends. Victoria Chief and Sierra Consolidated Gold also are defunct, owing additional illustrations of the uncertainty of mining. American Ice may possibly declare a dividend. I would not advise its sale to buy C. F. & I. at this time, though I think well of the latter.

N. Peoria, Ill.: Nobody but the directors can tell what dividend Butte & Superior will pay next. Falls Motors and Crowe-Elkhart are both speculations as they are not dividend payers and are operating in a highly competitive field. I have no advice to give regarding cheap curb stocks, except "Sell when you have a profit," and buy something better. 2. Shattuck-Arizona is a good copper mining proposition. United Zinc does not appear to be a dividend payer and it has no great speculative attraction.

B. Brooklyn, N. Y.: 1. Conservative brokers do not like to accept the responsibility of buying or selling stocks at their own discretion. They require the customer's direct order to buy or sell "at market," or a standing order to buy or sell at a certain price. 2. The general tone of the market has been strong, but speculation has run pretty wild and reactions are natural. Over-speculation would result in a slump if something happened to destroy public confidence. 3. I do not advise short selling, if that is what you mean. But if you mean buying for a short term, chances are offered by International Paper preferred, Corn Products preferred, and the coppers, if you get them on declines. 4. Brokers will send you a receipt for any money you may deposit with them.

O. Port Arthur, Texas: 1. Chile Copper Co. has probably the largest deposit of copper in the world. The property has not been developed into a paying proposition, but the stock recently mounted on rumors of a great copper merger in which Chile would be an important factor. American Zinc preferred pays about 7 1/2% on market price and while its product continues dear and in demand the stock is a good business man's investment. 2. S. O. of New York paid a 400 per cent. stock dividend in 1913 when \$60,000,000 was distributed. The surplus on December 31, 1915, was about \$20,000,000. The capital stock is \$75,000,000. There is no present prospect of an extra dividend. The stock is paying about 4 per cent. on market

price. If you sold it you could invest in securities with a higher yield.

New York, December 7, 1916.

JASPER.

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Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

To make purchases of motor, copper and Standard Oil stocks with full knowledge of intrinsic values, one should study Statistical Book, containing full data, compiled by L. R. Latrobe & Co., 111 Broadway, New York. This house will mail the volume free to any who may apply. It sells on the partial payment plan.

Persons who loan money in Florida get the benefit of a high interest rate. Mortgages on improved farms in that state paying 7 and 8 per cent., are dealt in by G. L. Miller & Co., Inc., 5 Bank & Trust Co. Bldg., Miami, Fla. The firm has been long in business and will be glad to furnish any reader of this department with a list of its offerings.

Since the war began, sugar companies have vied in profits with steel, copper and munitions concerns. Telf. Co., members New York Stock Exchange, 5 Nassau St., New York, call attention to the Fajardo Sugar Company, which reports profits of over 51 per cent. for the past fiscal year. Telf. & Co. invite inquiries regarding the stock.

The development of Oklahoma's agricultural resources is going on at a marvelous rate. Loans on farms there are attracting wide attention. First mortgages paying 6 per cent. may be had of Aurdus Swanson Co., Inc., 28 State National Bank Bldg., Oklahoma City, Okla. Write to this firm for booklet describing its methods and a list of loans from \$300 upward.

First mortgage corporation bonds yielding 5 1/2 to 6 per cent. are offered by the Tillotson & Wolcott Co., investment bankers, Cleveland, Ohio, and 115 Broadway, New York. Banks and fiduciary institutions have been large purchasers of the issues dealt in by the firm. Complete details are presented in the Tillotson & Wolcott Co.'s latest circular, to be had on application without cost.

The business and financial situation changes frequently and no investor can hope to make money who is not thoroughly posted. This is the purpose of "The Bache Review," the widely quoted weekly circular, which interprets conditions and makes suggestions for investments. It is mailed free on application to J. B. Bache & Co., members New York Stock Exchange, 42 Broadway, New York.

The issues of prosperous and well-managed public utility companies are as desirable as those of any other kind of corporation. Williams, Troth & Coleman, 60 Wall St., New York, recommend as good investments, public utility preferred stocks, yielding 5 to 8 per cent., with enhancement possibilities in common stocks. Their offering is outlined in current letter "L," sent on request without charge to any address.

No class of securities should be bought without thorough investigation of the conditions back of them. This applies to factoring companies, which many regard as the safest form of investment. Markham & May Co., 1222 First National Bank Bldg., Milwaukee, Wis., dealers in this sort of issues, offer the benefit of long experience in helping their customers to make proper selections. The company solicits correspondence from all interested parties. Under the partial payment plan the best securities can be bought with a small first payment and moderate monthly amounts thereafter. Securities may be sold at any time and all dividends are credited to the purchaser. Booklet A-2, "The Partial Payment Plan," gives full information of this method, which appeals to thrifty men and women. It can be obtained free of charge. Morgan & Co., members New York Stock Exchange, 42 Broadway, New York City.

Forehanded holders of securities are already planning for the safe investment of January interest and dividends. On such S. W. Straus & Co., 160 Broadway, New York, and Straus Bldg., Chicago, recommend first mortgage serial real estate bonds yielding 5 1/2 per cent. and secured by the best income-earning property in New York, Chicago and other large cities. The bonds come in denominations of \$100, \$500 and \$1,000. Write to Straus & Co. for Circular No. L-602, containing all particulars.

Such vast numbers of issues are afloat that the average investor is often confused and sometimes lured into losing purchases. Babson Statistical Organization, Statistical Block, Wellesley Hills, Mass., the largest organization of its kind in the world, keeps its clients informed on what securities to buy and what not to buy. It seeks to reduce to a minimum the elements of risk by giving full weight to fundamental statistics. Particulars of its work will be sent free to all who write to Dept. L-34 of this organization.

When the war in Europe ends new business and financial problems will have to be solved. The conservative investor realizes that to regulate his investment position properly, he must have an understanding both as to possible further war profits and as to conditions following the war. A helpful circular, S-4, outlining their views on the future problems, with an interesting chart, has been issued by John Muir & Co., specialists in old lots and members New York Stock Exchange, 61 Broadway, New York, who will send it to any applicant without charge.

The sound farm mortgage is not only a generous income payer, but is also proof against times of business depression. It appeals to every class of conservative investors. The American Trust Co. of St. Louis, which has been dealing in farm loans for many years, offers them to investors who possess \$100 and up and who seek 5 to 6 per cent. The company has prepared a handsome illustrated publication "Farm Mortgages," which explains its proposition. Every investor should consult it. Send for book No. 152 to Investment Dept., American Trust Co., St. Louis, Mo.

As far as one's capital goes there should be diversity in investments. The investor who cannot himself make a wide variety of choice should consult a reliable expert. The strong and well-established National City Company, National City Bank Bldg., New York, holds out to institutional and individual investors unusual opportunities for practicing diversification of investments. This principle is applied in variety of issues, range of maturities, diversity of locations and breadth of markets. The company's December list L-55 shows a comprehensive selection of municipal, railroad, industrial, public utility and foreign government bonds. Send for it. It is furnished free.

#### HOW TO TEST BONDS

VARIOUS descriptions of readily merchantable bonds—railway, industrial and public utility—are pressed on the attention of the investor, and he is sometimes at a loss in which line to make a choice. But there is nothing in a mere name. It matters little from a purely investment standpoint what brand a bond may bear if only it possesses fundamental merit. If the buyer will consider a few essential things, he can hardly go astray. He should get a clear idea of the bond's rank in the list of a company's securities—whether it is a first mortgage, a second mortgage, a collateral, a debenture or an income bond. The first mortgage is the safest always, and is to be bought if the yield on market price is satisfactory. Junior bonds of many flourishing companies, however, are attractive and practically safe. When a corporation has paid dividends on its stocks for a considerable period, there is an ample margin of safety and all its bond issues are desirable.

The relation between the regular payment of dividends on stocks and the desirability of bonds is carefully studied by every experienced investor. So far as dividends are irregular, low or but scantily earned, the bonds of a corporation are weakened in expert estimation, and still more so if dividends are not paid at all. Buyers should be open-eyed on this point. There is more of the speculative in a bond when the stock is not fully assured of its yield than when the earnings are large and the stock is backed by an increasing surplus. This is not to say that it is never expedient to buy bonds when the stocks do not pay dividends. Many bonds in that category have been income yielders for years and are confidently held by business men. It is simply recommended that the bond buyer purchase intelligently and not blindly, so that in an emergency he will know better how to care for his own interests.

T. L. Atlanta, Ga.: Chesapeake & Ohio conv. 5's are well regarded, especially since dividends have been resumed on the common stock.

B. N. Lockport, N. Y.: Bonds of the Imperial Russian Government, offered at 6 1/2 per cent., are transferable certificates in denominations of \$1,000, \$5,000 and \$25,000 maturing July 10th, 1919.

W. M. C. Montclair, N. J.: Good, first-mortgage, 5 per cent. gold bonds tax free in your state are those issued by the New Jersey Power & Light Company. They are interchangeable with fully registered bonds and are redeemable at 105 on any interest date (February 1st and August 1st in New York).

B. M. T. Toledo, Ohio: The United Kingdom 5 1/2 per cent. secured loan gold notes have already been mentioned in detail in these columns. The 3-year notes are offered at 99 1/4, yielding over 5 1/2 per cent., and the 5-year notes are offered at 98 1/4 and are yielding about 5.85 per cent. The notes are direct obligations of the British Government.

J. D. Newton, Mass.: Des Moines City Railway had financial difficulties and was for a time in receivers' hands. It pays no dividends and its surplus over fixed charges is small. I would prefer bonds of a more prosperous company. Michigan State Tel. Co.'s 5's are a fair business man's investment as are Portland Gas & Coke Co. 5's. Pacific Gas & Electric Co.'s 5's are an excellent investment for a business man.

J. M. Denver, Colo.: New York Central debenture 4's of 1934 are secured by mortgage over 1800 miles of road, lines formerly owned by the New York Central and Hudson River Railroads, by a general lien on valuable real estate of the Grand Central Terminal, New York City, and pledge of the leasehold interest in the New York and Harlem and the West Shore Railroad. At present price the bonds yield about 4.6 per cent.

F. M. New Orleans, La.: The Anglo-French 5-year 5's are exempt from any present or future British or French taxes. The coupon bonds are in denominations of \$100, \$500, and \$1,000, registrable as to principal, and the registered bonds in \$1,000, \$10,000, \$5,000 and authorized multiples. They are convertible, par for par, into 15-25 year joint and several 4 1/2 per cent. bonds. They are entitled to a high investment rating.

B. C. Detroit: French municipal loans appear especially attractive because of the present depressed rate of exchange. The cities of Bordeaux, Lyons and Marseilles are offering 6 per cent. 3-year gold bonds which, I take it, are the ones to which you refer. If the war ends before 1919, when the bonds are due and the exchange rate becomes normal, the principal sum payable in France on the bonds is equal to the price in dollars of about 108 per cent. The per capita debt of these cities is not large; and it seems highly unlikely that they will be directly touched by invasion by land or sea. The bonds can be had at 98 per cent. and accrued interest, which makes the yield about 6 1/2 per cent. on the investment.

#### To Individual Investors

We maintain one standard of service, uniform in scope and efficiency and particularly adapted to the requirements of the individual investor regardless of the amount available for investment.

Our current general list L-56 will be sent upon request

#### The National City Company

National City Bank Building  
New York

T&W

6%

#### First Mortgage and Leasehold Gold Bonds

OF THE

#### Euclid-Doan Company

CLEVELAND

Subject to prior sale we offer at par and interest, yielding 6% per annum, the remainder of \$1,300,000, the above issue, which constitutes approximately a 60% loan on land, buildings and leasehold interest at the corner of Euclid Avenue and East 105th Street, Cleveland—the most valuable corner outside of the downtown district.

Full details showing the safety of this issue, as to principal and interest, will be mailed on application.

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**4 to 5 1/2%** **Safe and Sure**

Pays better than a Government bond and just as safe. Accepted by Government as security for Postal Savings Bank deposits. No income tax. Write for Booklet E, "Bonds of Our Country," FREE. NEW FIRST NATIONAL BANK, Columbus, Ohio.

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# HOTEL CHAMBERLIN

Old Point Comfort,  
Virginia.



NO European "Cure" surpasses and few compare with this luxurious American Resort Hotel—so wonderfully situated in the midst of a happy combination of land and sea diversions, and accessible from every point in the United States.

From North and South, East and West, gather the guests of the Hotel Chamberlin to "Take The Cure." Electric, Nauheim and Radio Baths are prescribed for some—others get well by using Nature's remedies alone—the Sea, the Sun, the Salt Sands.

Golf, Tennis, Riding and Motoring await the devotees of these sports.

The Cuisine of Hotel Chamberlin is famous—the finest seafoods in the world are found in the waters around Old Point Comfort. But perhaps the most fascinating side of all is the Social Life, for here the Army, the Navy and Society mingle as nowhere else on this continent.

For illustrated booklets apply at all Tourist Bureaus or Transportation Offices, or address

**GEORGE F. ADAMS, Manager**  
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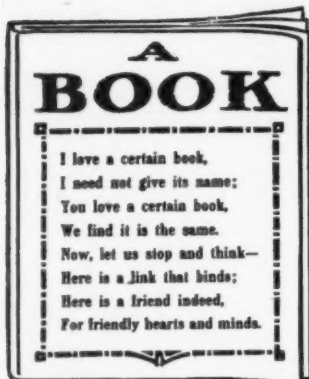
A new eighteen hole golf course just completed. Is very convenient with Grass Greens and an attractive Club House. Owned and operated by Hotel Chamberlin.



Oh what joy, oh what fun! Everybody's on the run.  
Father, Mother, Auntie Sue, Uncle John and Brother, too.

## Outlook Offers

for 1917 For the Minds and Hearts of all the Family,  
for the Young and Older—Old and Very Young



Something that will interest and delight the children, be helpful to the parent and teacher, or entertain the lover of brilliant and thrilling tales of fiction is always welcome in every family.

SEND FOR OUR LITTLE BOOK  
OF SPECIAL OFFERS FOR 1917

We will gladly mail it upon  
request, without charge.

**The Outlook Company**  
393 Fourth Avenue New York



Dearie you, dearie me! What can all the matter be?  
Read our story; then you'll know why we all are running so.

## LATE NEWS IN PICTURES



### ANCIENT GREEK SHRINE SEES MODERN WARFARE

The historic Acropolis in Athens, near which French, British and Italian marines engaged in skirmishing with Greek troops, on December 1st, resulting in the death of about 200 Greeks and Allies. The Allied fleet, under command of Admiral du Fournet, landed men at Piraeus to receive 64 mountain guns and other supplies previously promised them. Greek troops in Athens resisted the seizure of the arms and the Allies now charge that King Constantine "set a deliberate trap" for the French and British forces. The modern city, which, since 1835 has been the Greek capital, is built below the Acropolis, on which stands the famous building, once a temple and stronghold, dating back at least to 479 B. C.



### OIL TOWN FINDS COTTON A PROFITABLE SIDE-LINE

Predictions for this year's cotton crop estimate it at 11,250,000 bales of 500 pounds and 1,100,000 bales of lint, a coarser sort of cotton obtained by a second ginning of the seed. The present price of cotton, 20.25 cents per pound for March delivery, is the highest price at which cotton has sold since 1872. The price a year ago was 12.65 cents per pound. The acreage devoted to cotton raising increased within the past year from 32,107,000 to 35,994,000 acres or nearly 16 per cent. The average yield per acre last year was 176 pounds. If the present prices continue it is expected that even more land will be planted next Spring. Before the war, in some years America exported as much as 9,000,000 bales, but 19 per cent of the world's spindles are in Germany and Austria and last year's exports totalled only 6,700,000 bales. The oil town of Bristow, Okla., is one of the localities which are prospering from their cotton crops. This picture might have been taken any one of many days when the streets of Bristow were full of wagons of cotton for which the growers were receiving as high as \$8 per hundred pounds in the seed.

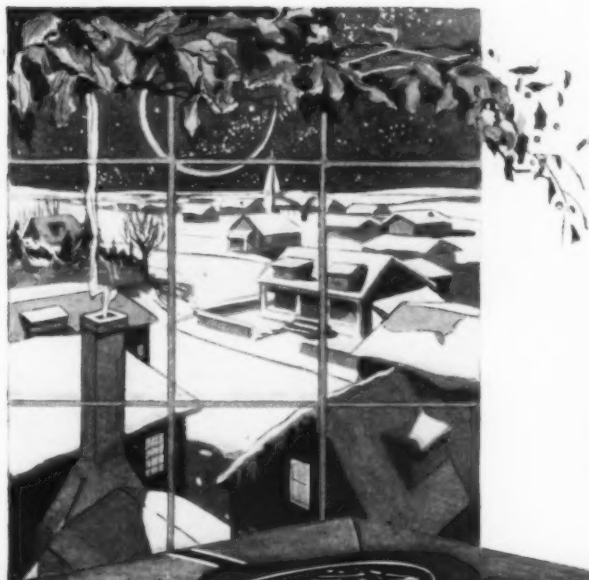


### SCHOOL CHILDREN REDUCING THE COST OF PAPER

School children of Washington, D. C., are swelling the fund for municipal playgrounds by gathering and selling old paper. The high price of paper enabled the children to raise several hundred dollars with a few weeks' collections. Each school has allotted days on which the pupils bring their gatherings to the collecting station. Perhaps the public spirited children would be willing to donate a few bundles of examination papers and spelling lists.



# This Christmas pound-of-pleasure jams-quality-joy into *his* smokes!



Short-circuit the gift-game by passing him the pound crystal-glass humidior with sponge-moistener top filled brimful with Prince Albert pipe and cigarette makin's tobacco! For fine-flavor, for fragrance, for coolness, for *absence of bite* P. A. is the tip-top-all-year-round smoke! *But*, dolled like a thoroughbred in radiant holiday togs, the P. A. pound-package looks as nobby as the tobacco tastes great—and makes a man chummy with the world early Christmas a. m. quick as he gets a flash at

## PRINCE ALBERT

*the national joy smoke*

You hand out Prince Albert with the glad smile of cock sure-certainty that every jimmy-pipe-puff or makin's-puff will ring-up supreme tobacco contentment! For, *get it right here*, he can smoke his fill morning, noon and night *without bite or parch*; without any comeback but delight! Bite and parch are *cut out* by our exclusive patented process!

For your good gift-money Prince Albert offers you *nothing but quality tobacco*. Coupons or premiums have never been given as an inducement to smoke it! *On its quality* Prince Albert has won the favor of the most exacting smokers throughout the civilized world! It has captured the tastes of countless "regulars"; it has put on the road to tobacco-happiness thousands of men who had failed to find a smoke their tongues and throats could stand for! We tell you, P. A. has *everything* any man ever looked for in pipe and makin's tobacco!

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Winston-Salem, N. C.



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Prince Albert, in its festive garb, equipped with a gift tag ready for you to sign your name, awaits your cheery holiday greeting. This pound package is always in very great demand for holiday remembrances and the quicker you order from your dealer, the surer you are not to be disappointed. Get yours! Prince Albert is also sold in handsome pound and half-pound tin humidors; in tidy red tins, 10c; in toppy red bags, 5c





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